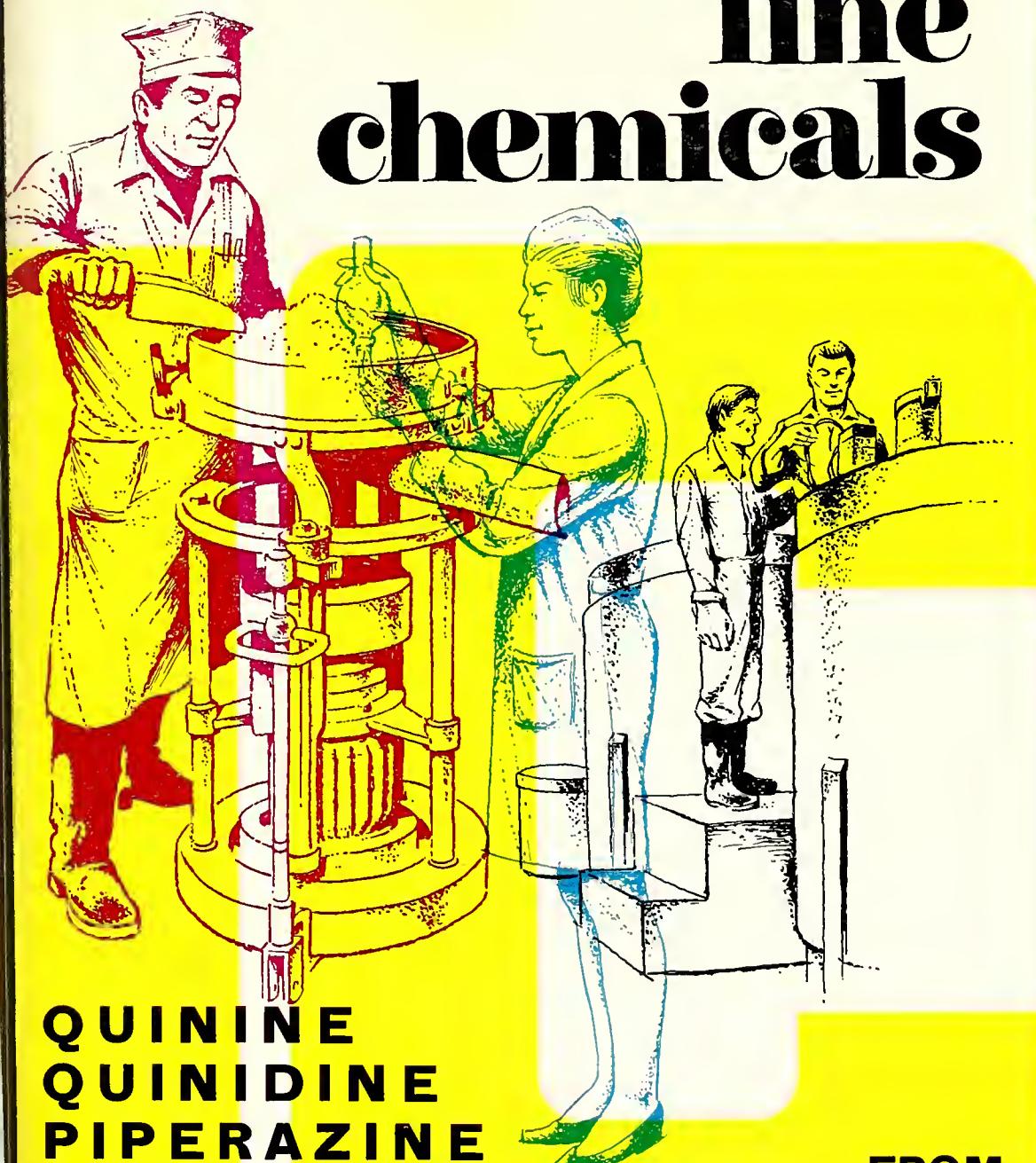


CHEMIST & DRUGGIST

The newsweekly for pharmacy



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**Weston and
self-service**

**Merits of
unit dose
packs**

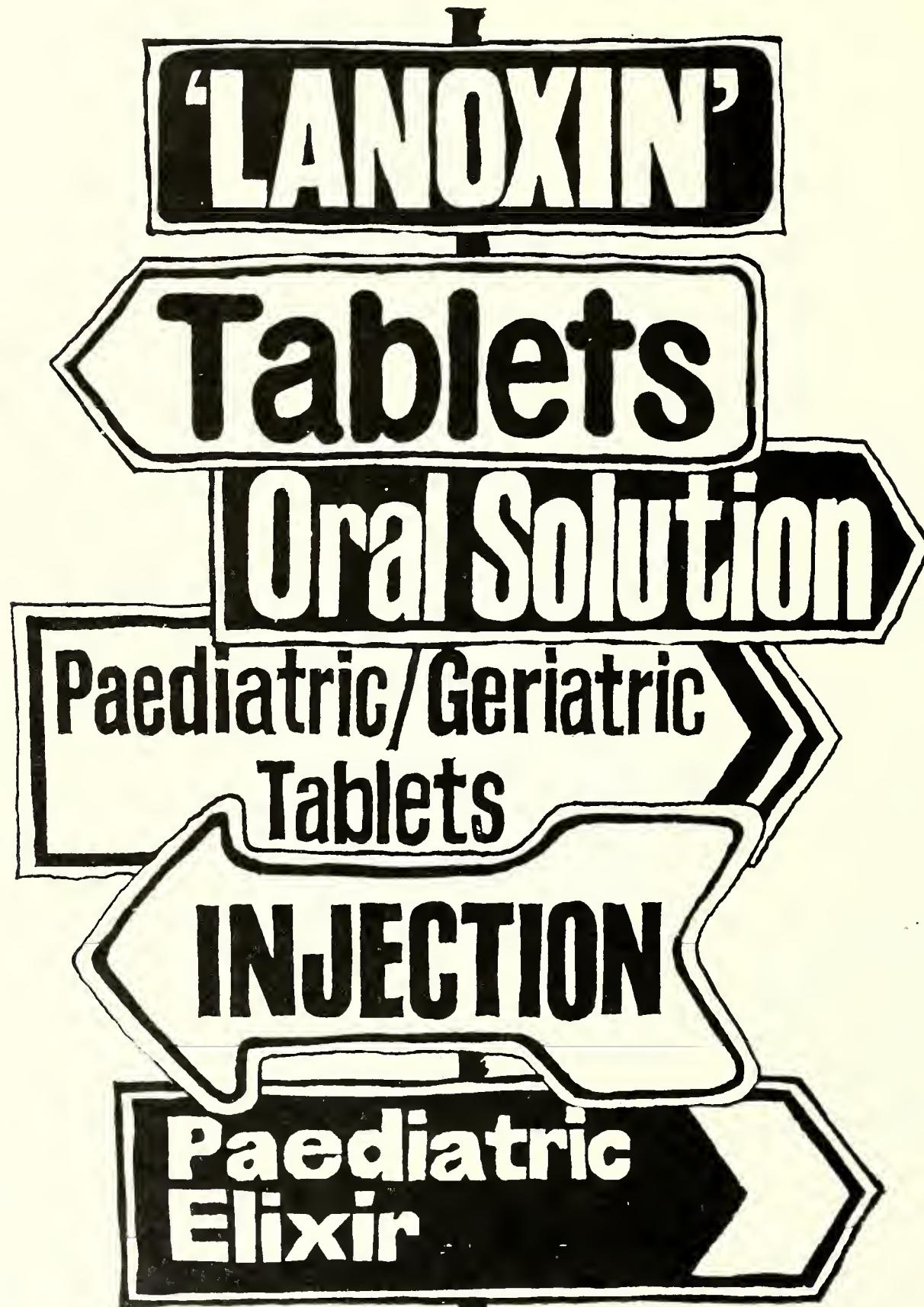
**Optimism
at Boots**

**Yardley
celebrate
bicentenary**

**Starpacks
awards 1970**

'Lanoxin': whenever digitalis therapy is indicated

Whatever the contingency there is a 'Lanoxin' preparation to meet it. Quality control throughout manufacture ensures pure, precise doses of digoxin in all presentations. 'Lanoxin' Digoxin
brand



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CHEMIST & DRUGGIST

111th year of publication Vol. 193 No. 4714

The newsweekly for pharmacy

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of Circulations

Mr. Ellis Seillon, chairman of the Stanley Weston Group, who are introducing a degree of self-service (see page 978)

FATTER MARGINS FOR YOU!

**White Laboratories Ltd. announce
immediate new extra trade margins
with no retail price increases
(plus big winter pastille bonus)**

	List s. d.	Tax s. d.	New Retail Margin s. d.	Extra Margin s. d.	Retail Price Each s. d.
Rinstead Pastilles	38 4	13 4	16 4	+ 8	2 10
Rinstead Ulcagel	26 7	9 3	12 2	+ 5	4 0
Meggezones	19 8	6 11	8 5	+ 4	2 11
Jun. Meggezones	18 0	6 3	8 9	+ 7	2 9
Mini Meggezones	13 9	4 9	5 6	+ 3	2 0
Diafrutes	22 0	4 7	9 5	+ 3	3 0
Glycerin & Blackcurrant	17 3	3 7	9 2	+ 1 1	2 6
Glycerin Lemon & Honey Pastilles					
Menthol & Eucalyptus,	17 3	6 0	8 9	+ 5	2 8
Smokies, Catarrh, Cherry Cough & Glycerin of Thymol Pastilles					
Dyspepsia 50's	17 4	6 1	8 7	+ 2	2 8
Dyspepsia 250's	37 3	13 0	18 9	+ 3	5 9
Feen-a-mint 12's	18 3	6 4	8 5	+ 4	2 9
Feen-a-mint 24's	35 0	12 2	15 10	+ 8	5 3

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to Retail
Prices

New margins apply only to minimum £7.10.0d. order (for P.T. concession) purposes.
Ask your White Laboratories Representative for the new price list.

Big Winter retail bonus on Meggezones
& Blue Special pastilles

All mixed pastille retail orders on above lines received by September 30th 1970 qualify for following bonuses:—
4- 7 dozen mixed Pastilles.....13 to dozen
8-11 dozen mixed Pastilles.....14 to dozen (one pack taxable)

12 dozen or more mixed Pastilles plus special quantity offer on mixed Pastilles.....15 to dozen (two packs taxable) (Details of special offer on request from White Laboratories' Representative.)

**HURRY & GET UP TO
53% MARGIN ON SALE**



WHITE LABORATORIES LTD.,
PENARTH St., LONDON, S.E.15.

Acne remedies and 'travel pills' under fire

Sharp criticisms of the makers of acne treatments and of "travel pills" are contained in the July issue of *Focus*. The former are blamed for extravagant advertising claims, the latter for not giving sufficiently prominent warning of the dangers of their products.

Ten acne treatments were examined with the aid of a dermatologist and, in some cases a public analyst to check their claims and their likely effects. Only two, Torbetol and Clearasil Medication were considered to contain a medically accepted ingredient in a large enough quantity to have any effect on acne.

The other products examined were "acne solution" sold by mail order by Biogenics Company, Buckingham Gate, London SW1, Sylvakleer, DDD Prescription, Clearasil After-wash, Noxzema, Valderma, Clarke's blood mixture, Christy's face pack and Simple soap.

Focus comments on the fact that only two manufacturer's were prepared to supply details of any recent clinical tests and that in some cases prices were out of all proportion to production costs.

It feels that most manufacturers are keeping just on the right side of the Code of Advertising Practice indicating weakness in the Code.

A statement from the dermatologist employed admits that the main benefit of acne treatments is likely to be a placebo effect. "The one preparation that contained sulphur, combined with frequent washing, would be more beneficial than the general purpose preparations whose 'treatment went out with the hansom cab'."

Treatment

He recommends that acne, being a disease, ought to be treated by a doctor but "it frequently happens that the harassed GP cannot be bothered with spotty adolescents."

Manufacturers of "travel pills" are assailed, in an article compiled with help of Dr. Andrew Herxheimer, London Hospital Medical College, for the "chaotic" situation regarding inclusion or exclusion of cautions on their products.

The article states that travel sickness tablets should never be

given without medical advice to children under three but only Sereen of Boots Pure Drug Co Ltd actively warns against doing so.

The remedies are criticised for not carrying a warning about the risk of alcohol increasing the drowsiness that can be caused by "all preparations."

The article points out that only Sereen, containing hyoscine and Marzine, an antihistamine carry a warning against use in pregnancy. It recommends that if something must be taken a hyoscine based tablet or Avomine should be chosen.

There is also criticism that warnings that are carried often appear only on the box or leaflet, which are likely to be thrown away, and not on the container itself.

Dosage recommendations are said to be "equally careless." *Focus* warns parents to keep all travel sickness tablets out of the reach of children and only to give them to a child under three on medical advice.

Gordon Miller disclaimer

Gordon Miller Ltd, Wallington, Surrey, believe that representatives of a nationally-known company — also in the electric shaver field — have been informing retail accounts that Gordon Miller are going out of business and are to lose the agency for the Executive shaver made for them in Austria.

The managing director, Mr P. A. Ballard, states that, far from going out of business, the marketing of the Executive Range, has never been in a healthier state, and in fact, large sales increases are being achieved, and further marketing increases are under way.

He also stresses that the Professional electric shaver is currently available only from Gordon Miller, and there is no connection whatever between Gordon Miller and companies marketing other brands.



Wilkinson Sword have won the 1970 Mercurio d'Oro, Italy's top international marketing award. Here, Mr Peter Randolph, chairman of Wilkinson Sword Ltd (right) is seen at the presentation in the Promoteca Hall of the Capitol in Rome receiving the award from Signor Salizzoni, secretary for industry and trade. Also in the picture are Sgr Fiorentini, president, Latium Industrial Committee, and Mr Mike Murphy, European marketing director, Wilkinson Sword.

Bi-centenary celebrations for Yardley

In a riot of colour, sound and movement, Yardley held their bi-centenary grand celebration ball at the Albert Hall, London, on June 19.

Around 3,000 Yardley employees and their guests were present, and a fleet of nearly 60 buses brought production and administrative workers from the company's unit at Basildon, Essex.

Mr Eric Morgan, in a brief speech of welcome, told the company that the bi-centenary was an occasion to celebrate a great achievement and to demonstrate confidence in their ability to achieve continued success. He read a telegram of congratulations from Mr Gardner and members of the Gardner family, and said that the company owed a great deal to the Gardners for their foresight and innovation that had ensured the prosperity and expansion of the company.

Yardley was founded in 1770 as a soap business by a man named Cleaver. Around the beginning of the 19th century it passed by marriage into the Yardley family, who at that time made swords, buckles and spurs. The Yardleys expanded and promoted the fine soap business.

Eventually, when the firm again changed hands, the Gardner family diversified into cosmetic and toiletry products. It is now a subsidiary of British American Tobacco. Its products are sold in 130 countries

throughout the world and there are 14 overseas factories.

As part of the bi-centenary celebrations, the company is arranging an exhibition to illustrate the history of Yardley and show how the company views the next 200 years in fashion and beauty. It opens in London in September.

A commemorative book is also being produced which will highlight past and present achievements and predict future trends.

Excursions booked up

The Leeds local committee of the British Pharmaceutical Conference announce that they are unable to accept any more applications for the following conference excursions:

Monday: 1, Harewood House; 3, Pharmaceutical Packaging Ltd.

Tuesday: 7, Haworth Parsonage; 9, Visit to Montague Burton Ltd.

Wednesday: 13, Haworth Parsonage; 15, Visit to Gibbs Proprietaries Ltd.

The committee recommend the following alternative excursions:

Monday: 2, Bramham Park.
Tuesday: 6, Nostell Priory.

NPU meeting is cancelled

The National Pharmaceutical Union has cancelled the area meeting due to have been held at Cambridge on June 28. Response to invitations was "disappointing."

It is intended to hold a meeting in the early autumn instead.

Two pharmacists are removed from the Society's Register

The names of two pharmacists were removed from the Register when the Statutory Committee of the Pharmaceutical Society of Great Britain met on June 10 and 11, for the first time under its new chairman, Sir Gordon Willmer.

The first case involved a complaint from the Council of the Society which alleged that on July 20, 1968, at 356 Portobello Road, London W10, Mr Leslie Shaw, as pharmacist superintendent of Shaw and Watkins Ltd, and as pharmacist in charge of the business at that address, made a sale of tablets containing amylobarbitone and of tablets containing dexamphetamine sulphate in two brown envelopes and without prescription. There were other charges which the committee regarded as of relatively less significance it was stated.

Giving the decision, Sir Gordon said that a teenage boy had been discovered by the police to be in possession of drugs in plain buff envelopes.

Bulk supply

Mr Shaw, by way of explanation, had told a circumstantial story that in 1962 an Indian who was understood to be a doctor who qualified in Calcutta, prescribed for the boy's mother "what I can best describe as a bulk supply of drugs sufficient to last for a period of six years.

"An arrangement was made that she was to pay £8 by instalments for these drugs, which she did. He says that thereafter he continued to keep the bulk supply but delivered relatively small amounts from time to time as she required them, she continuing to pay a pound a time on each occasion when she demanded a further supply of drugs.

"He says that the supposed Indian doctor was known to him personally, but that he never made any attempt to check whether he was duly qualified to write such a prescription. He accounts for his inability to produce the alleged prescription by pointing out that other premises which he ran prior to carrying on business in Portobello Road, were burgled in 1967 and not only did he lose lots of valuable drugs but he lost his prescription book and a number of prescriptions, including the

prescription for this particular supply of drugs."

The committee was unable to accept the explanation and said that the regular supply of the drugs to the boy's mother, often through the boy, without making the necessary check amounted to misconduct. The committee felt it had no alternative but to strike Mr Shaw's name from the Register.

In the second case, the committee removed the name of Mr Donald Ernest Charles Roberts who had been convicted of three offences of using instruments unlawfully with the intent of procuring the miscarriage of a woman. The offences took place in the back room of his pharmacy at 143 Stoke Road, Gosport.

In evidence, it had been said that Mr Roberts had examined a woman with a vaginoscope and lamp in "trying to diagnose" whether she was pregnant.

Member quits the Society

A pharmacist due to come before the Statutory committee had resigned his membership of the Society, the committee were told. Mr Howe said there was no provision compelling him to remain a member.

The chairman said "the whole of his past conduct" might come under review if he sought to return to the Register, however.

Supervision irregularities

Supply of poisons to inspectors of the Pharmaceutical Society or their agents when no pharmacist was present led to three pharmacists appearing before the Statutory committee.

In one case, the pharmacist had gone on holiday leaving cover by locums only from 9 am to 11.30 am and 5.45 pm to 7pm — times which "covered practically all the dispensing done in my shop." Mr Howe pointed out that "one cannot sell drugs of any kind, sche-



The grant of appointment and emblem of the Queen's Award to Industry 1970 were presented to Mr Harry Allen, Polaroid (UK) Ltd general manager, by the Lord Lieutenant of Dunbartonshire, Robert Arbuthnott, at a ceremony at the company's Dumbarton factory recently. After the ceremony more than 150 guests toured the factory. Here examining a sector of the film packaging line are Mr J. MacLeod Williamson, county convenor, Dunbartonshire; the Lord Lieutenant; factory manager Mr R. Maclean; and the machine supervisor.

duled items or not, without a pharmacist being present." The Committee administered an admonition.

In another case, sales of poison were made before the pharmacist arrived about 10 am, explaining that he had been making a delivery to a doctor. Sir Gordon Willmer, giving the committee's decision to adjourn the case for a year, said:

"It is not permissible to sell these poisons . . . unless you are personally present supervising the sale, and if you cannot be there no such sale must take place, and the best advice I can give you is that the shop ought not to be open at all."

The third case involved sales of poisons from a pharmacy which was also an off-licence. The wine counter was left open after the pharmacist had left at 6.30 pm and the sales were made by the assistant. There was no indication that the pharmacy section was closed, said the Society's inspector in his evidence.

Sir Gordon said the evidence disclosed a very undesirable state of affairs. The pharmacy was now closed, but the Committee would adjourn the case against the company concerned for a year and would want reports on the operation of its other pharmacies. The superintendent was also found guilty of misconduct for allowing the events to take place and the case against him was also adjourned for a year.

'No dose' scripts warning

The holding of an inquiry into a case against a pharmacist convicted of dispensing S4A poisons when no dose was given on the prescriptions, was "sufficient to bring it home to pharmacists that they have this very heavy responsibility and duty of protecting the public," the Statutory Committee decided on June 10.

No other action was taken against the pharmacist concerned, he having been fined a total of £255 plus costs of £21 at Bow Street Court.

The principal product involved was Drinamyl and it was said in evidence that there were a large number of these prescriptions, which appeared not to bear doses, for large quantities of known addictive drugs, and the doctors concerned were either known to prescribe for addicts or the quantity was sufficiently large "to put a pharmacist on inquiry."

In presenting the case, Mr P. St John Howe admitted to the chairman that there were many prescriptions where dosages have been omitted. "But the particular point here is that the substances concerned, the people who were supplying them and the quantities made these instead of being peccadilloes one could either overlook or sympathise with, matters which it was felt should be brought before the courts."

A Scottish revision course proposed for next year

A postgraduate revision course may be ready for pharmacists in Scotland early in 1971. Mr A. Roxburgh, chairman of the Pharmaceutical Society's Scottish Department gave that news to his members at the Department's annual meeting in Edinburgh on June 10.

In his review of the year Mr Roxburgh said that the Scottish Home and Health Department had agreed that pharmacists providing Part IV services under the National Health Service (Scotland) Act would be included in arrangements made under the Health and Welfare (Provision of Instruction) Regulations 1968.

It was hoped to have a pilot scheme organised and a course offered to pharmacists early in 1971, dependent on the necessary legislation being introduced.

In the autumn of 1970 a scheme of co-operation between pharmacists and the Scottish Health Education Unit would be attempted to find the response of both pharmacists and public.

It was hoped to provide each pharmacist with background information on the campaign together with a poster and a supply of hand-out leaflets.

Pharmacists had already cooperated with the Unit in the "Spring clean for safety" campaign in April. Reports were not yet all in, but response from the public had varied greatly, possibly according to the amount of local publicity given.

Representatives of the Executive were to meet Scottish Home and Health Department representatives shortly to discuss the proposed reorganisation of National Health Service administration.

At a meeting of the Executive held after the annual meeting, Mr Roxburgh was unanimously re-elected chairman and Mr J. MacLean vice-chairman.

Colour overtakes black and white

Colour photography is now more popular than black and white. According to estimates made by the Photographic Information Council the ratio of colour to black and white

photography in 1969 was two to one.

Total number of exposures was about 4 per cent more than in 1968. Sales of all forms of apparatus, however, declined during the year.

The Council, which has modified its figures for previous years' sales estimates that, at £95m, total expenditure on amateur photography exceeded the 1968 figure by £2m.

Film purchases accounted for £22·5m of the total, and processing expenditure in 1969 rose by £3·5m to £41·5m.

Broken down into categories expenditure on films was as follows:

	Purchase	Processing
Colour still films	£14·0m	£34·5m
Colour cine films	£6·0m	
Black & white films	£2·5m	£7·0m
	£22·5m	£41·5m

Total expenditure on colour photography was thus almost six times that on black and white.

Colour prints are now estimated to equal transparencies in popularity and form the fastest-growing sector of the market.

Retail value of apparatus sales, including tax, was:

	1969	1968
Still cameras	£12m	£14m
Cine cameras	£4m	£5m
Still projectors	£4·5m	£5m
Cine projectors	£3·5m	£4m
Other equipment	£5·5m	£6·5m
	£29·5m	£34·5m

New Heriot-Watt graduates

Heriot-Watt University have announced the following successes in the BSc degree examination in pharmacy, June 1970, subject to confirmation by the senate:

First class honours: Carol A. Fiddler; Elizabeth K. Gunn; U. A. Patel; Linda J. S. Sinclair.

Second class honours (upper division): T. B. Brown; B. C. Gunn; H. C. S. Howlett; Marjorie Iveson; Anne E. P.



Lord Brown cuts the tape to open Berk Pharmaceutical's new factory at Shalford, Surrey (C&D last week, page 941). With him is Frederic Choppin, managing director of Berk Pharmaceuticals Ltd

Leven; Edith M. Lister; (lower division), Aileen H. Balfour; Sybil M. Bird; Susan D. J. Duncan; Auleen Mackay; Eileen E. Mitchell.

Third class honours: Maureen A. T. Anderson; P. G. Bassett; J. N. Boon; K. Chetty; I. L. Clark; Anne R. Crosby; D. J. Dalglash; Margaret E. Emms; R. H. Gillespie; A. J. Hetherington; D. King; D. Moir; C. A. Watson; P. W. Woods.

Ordinary degree: Mary L. Beattie; R. G. Turnbull.

Irish news

Industry's troubles with rising costs

Much as everyone would like to keep down the price of medicines, there was a definite limit to the capacity of the pharmaceutical industry to absorb rapid cost increases such as had been experienced over the past year and which continued unabated. This industry had to contend with exactly the same cost increases as others, said the chairman of the Pharmaceutical and Allied Industries Association Ltd, Mr E. J. Dover, in his address to the annual meeting of the Association in Dublin on June 11.

Production of the Irish pharmaceutical and allied industries was expected to double in the next five years said Mr Dover. Exports would increase from £25 million to £30 m in the

same period. Value of the industries' exports in 1969 was £14·3 million and in the present year they were expected to exceed £15 million. Exports to Britain in 1969 had increased by £900,000 to £3·75 m and those to Ulster had topped £500,000 for the first time.

Mr Dover added that contrary to popular belief, the cost of drugs represented a very small percentage of Government expenditure on the Health Services. Last year, medicines accounted for only £150,000 of the £4·5 million claims made against the Voluntary Health Insurance Scheme.

Mr John McHale, director and general manager of Warner Lambert (Ireland) Ltd, was elected president for the coming year and Mr J. W. O'Farrell, managing director of Bayer Products Co Ltd, vice-president.

Ulster report

NHS figures

Prescriptions dispensed in Northern Ireland during March numbered 840,208 (543,682 forms). Total cost was £634,154, an average of 181-14d per prescription.

Corresponding figures in previous months were as follows: December 1969, 1,034,184, (657,838 forms); £726,571 (168-6d). January 1970, 1,083,404 (690,578 forms); £759,009 (158-14d). February, 824,576 (532,196 forms); £617,997 (179-87d).

PEOPLE

Sir Keith Joseph, the new Minister of the Social Services, has had a fairly wide experience of social work. He was Parliamentary Secretary, Ministry of Housing and Local Government, 1959-61, Minister of State, Board of Trade, 1961-62, Minister



of Housing and Local Government, Minister for Welsh Affairs, member of cabinet July 1962. He has also been chief opposition spokesman on social services, labour and trade at various times.

He was first elected member for North East Leeds in a by-election during 1956.

Mr Bernard Sparling, products manager of Vestric Ltd, Runcorn, has been appointed chairman of the Manchester Branch of the Institute of Marketing.

Mr John Bodenham and Mr Christopher Marsh are joining J. Floris Ltd after completing their study of perfumery in Switzerland and Grasse in the south of France. They represent the sixth generation of the family to enter the firm.

John Bodenham is nephew to Peter and son of Michael Bodenham, the present director, and Christopher Marsh, is a nephew of both.

Deaths

Munro: Recently, Mr James Smith Munro, aged 56, for 35 years in practice at 156 Union Grove, Aberdeen. Mr Munro qualified in 1936.

McFarlane: Recently, Mr Malcolm P. McFarlane, MPS, 27 Tailyour Crescent, Montrose, Angus. Mr McFarlane qualified in 1920.

Phillips: Recently, Mr William Samuel Phillips (former clerk and finance officer to the Executive Council for the City of Glasgow).

The Xrayser column

A bygone age

Though one has become inured to the disappearance from the everyday scene of pharmacies which have given long and faithful service to a community, there are still occasions when one reads of the demise of a particular pharmacy with a feeling that the loss is almost a personal one.

It is not necessary for one to have been actively connected with it. Indeed, in the case of the pharmacy described on page 956, I know only what I have read in your pages, and yet I feel that we have suffered a loss. We realise, when we give the matter thought, that time does not stand still; that the face of city, town and country undergoes change; that a populous centre which had not altered perceptibly for a hundred years has suddenly become depopulated, and the living heart of a community has been plucked out and its inhabitants "decanted"—who ever coined that heartless word?—into a new area which consists of towering blocks of flats.

And the pharmacist and the grocer, the butcher and the baker, find that their term of usefulness is at an end and they are compelled to make such alternative arrangements as may be open to them. That is no easy task, if all that they have has been sunk into the business, and the youthful activity and buoyancy have declined over a long period of selfless service.

But that is what is happening with increasing speed, and little thought is spared by the more fortunate for those who find themselves almost literally on a desert island, with demolition proceeding apace all around them.

But I have digressed from the matter which has led my thoughts into the byways. The closure of the pharmacy at Amersham, for whatever reason, savours almost of tragedy, for it has witnessed, in its lifetime extending over five reigns, happenings of immense import in pharmacy. One need mention only two—the founding of the Pharmaceutical Society and, a century or so later, the birth of the National Health Service.

Colourful life

It is good to learn from the account of the Amersham pharmacy that so many of the records appear to be extant, and I hope that steps will be taken to ensure their preservation. The recipe book for 1856 resembles many of the period, but they must not be permitted to vanish from the scene, for the druggist and his apprentice of a century ago were in the mould of Autolycus, unrivalled as snappers up of unconsidered trifles, and their perseverance in recording such throws a great deal of light on the colourful and variegated tasks undertaken during long working hours.

One such volume is on the desk as I write. I knew its owner only through its pages. I was too late on the scene to make leather preserver or linoleum reviver, or a mysterious product called koumiss which, from its content of yeast and sugar, seemed designed to revive something other than linoleum and might even, if a success, call for the administration of a preparation containing hydrastis, cinchona, capsicum and ginger, described as a specific for drunkenness.

Or, if the specific were not sufficiently specific, resort might be had to "half a teaspoonful of ammon. chloride in a glass of water to restore a man to his mind and physical powers." One might even, in the absence of the species *Ursus* (and, of course, of laws relating to description of goods) produce bear's grease from lard, palm oil, cetaceum, bergamot and lavender.

Diverse activities

The druggist could (and did) make fly papers from arsenic and sugar; a solution for fireproofing or, in its regrettable absence, a solution to extinguish fires. One could curl hair, blacken a harness or bronze brass. The scope was boundless, the effort tremendous, and the pharmacist's reward—the book unfortunately remains silent about that.

Did anybody tell you we couldn't keep up the advertising support?

We can!

TV advertising continues right through to September (we've already 3 new commercials in the can).

And there's another big bonus starting right now.

Phone any of these numbers for details.

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W. London, Berks, Beds & Herts
N & E London, Essex & Suffolk
S W London, Surrey & Sussex
S E London & Kent

Northern Regional Manager

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Notts, Derby, Lincs, Leics,
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Blackpool
N. East England, Durham &
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COMPANY NEWS

Self-service plans at Stanley Weston

Self-service for most merchandise—with the exception of drugs, medicines, specialist cosmetics and photographic goods—is to be a feature of the retail development by the Stanley Weston Group Ltd.

Mr Ellis Seillon, in his first report to shareholders since becoming chairman (*C&D*, January 31, page 124), describes the establishment of a new retail development department as "the most important and significant happening that has taken place during the year . . . around which our future policy will evolve."

The main function of the department will be to "progress the growth of the group" by opening new, larger units. Its work is "well under way" and an expansion programme has been prepared.

By adopting self-service, says Mr Seillon, costs can be kept to a minimum and goods—including an ever-increasing number of "own name" products—can be sold at prices advantageous to the purchaser.

Two units of the new type are to be opened in August, at Stockport and Grimsby, and conversion of an existing branch is in hand at Farnham. Negotiations are in progress for similar units at Tottenham, Folkestone and Birmingham. It is hoped to open all three this year.

Group turnover in the first quarter of 1970 was ahead of last year. Pre-tax profit for the year ended February 28 was £249,684, compared with £404,652 for the previous 14 months.

Mr S. K. R. Patel, Streetly, Sutton Coldfield, a proprietor pharmacist and a Weston shareholder, is seeking nomination to the board. He feels that the company should not have experienced such a drop in profits and considers the board should be reinforced by "someone from outside." He is having discussions with other substantial shareholders.

Boots 'optimistic'

Retailing as a whole has suffered a year of near stagnation, with turnover up by 5 per cent but virtually no increase in volume, says Mr Willoughby R. Norman, chairman of Boots Pure Drug Co Ltd, in his report for 1969-70.

The company's world retail sales amounted to £224 million, an increase of 5½ per cent over the previous combined total for Boots and Timothy Whites. Nearly 100 small Timothy White pharmacies were closed, reducing volume but improving future profitability.

Mr Norman says that much of the reorganisation is now accomplished and a record increase in sales area is coming

into use—the company looks forward to better things in the current year.

On March 31, Boots were operating 1,503 branches and the Timothy Whites housewares chain had a further 193.

Sales of retail products not restricted to Boots outlets increased by 73 per cent, and wholesale sales of goods of Boots manufacture by 20 per cent to £5·4 m. Sales by overseas companies were up 8·9 per cent to a record £5·6m and direct exports 17·5 per cent to £4·47m.

Mr Norman concludes that although spending in shops is declining as a proportion of total consumer expenditure, retail sales in monetary terms are bound to be higher this year and the company expects the year to be considerably better. For trading profit and dividend, see *C&D* May 30 p 803.

New plant for Roche

The new £8 million fine-chemical plant of Roche Products Ltd, at Dalry, Ayrshire, is nearing completion.

It will include production units for the complete and large-scale synthesis of vitamin B₁ (thiamine) and the pantothenates, with full supporting facilities providing analytical control laboratories, storage for raw materials, intermediates and finished products, engineering workshops, power house, and attractive canteen amenities.

Commissioning of certain stages of the complex syntheses involved will commence shortly, and production of the finished products should be well advanced by the end of the year.

United Glass recovery

Nineteen sixty-nine was "a year of positive turnaround" for United Glass Ltd, say the directors in their annual report. A trading profit of £751,000 was recorded, compared with £4,000 in 1968.

All four divisions—containers, tableware, engineering and closures and plastics—contributed to the improvement, says the report, and the results are regarded as representing the first stage of recovery following the extensive re-organisation which took place in 1968.

Profit dip for Ashe

The ban on cyclamates had an adverse effect on the profits of Ashe Chemical Ltd in the year ended December 31, 1969.

Chairman Mr Cyril Young says in his annual statement that the prohibition necessitated the withdrawal from sale of one of the group's products resulting in direct stock losses and consequential losses on other associated products.

The situation was retrieved early in the current year, but, says Mr Young, "Had it not been for those unfortunate circumstances, over which the group had no control, the profits for 1969 would have been comfortably in excess of those for 1968."

In the event, group profits for 1969, before taxation and expenses in connection with the capitalisation of retained profits, amounted to £462,473, compared with £478,080 for the previous year.

Fisons move in Europe

Fisons Ltd are establishing a new European office at Louvain, near Brussels, to further the exploitation of Intal, their anti-asthma drug, in Common Market countries.

Mr J. C. Mottram, a director of the group's Pharmaceuticals Division, has been appointed pharmaceutical general manager for Western Europe, based in Louvain, while retaining his directorship of the Division.

Business briefly

Mr W. J. Beattie MPSNI has closed his pharmacy at 100 Peter's Hill, Belfast. The premises are being demolished to make room for a new ring road linking north and west Belfast.

Mr J. W. Buchanan MPS has opened a pharmacy at 22 Hampstead House in the new town centre shopping development, Basingstoke.

Odex Racasan Ltd: Chairman Mr J. H. Chandler says in his annual report that the group's target of profit from internal growth is "to maintain at least the same general pattern of annual increase as during the period 1964-9" (For trading results, see *C&D*, June 6, page 840).

Mr Fursey M. Hanly MPSI Clonard, Kinnead, co Meath, has opened a pharmacy in South Street, New Ross. Mrs Hanly, who is also a pharmacist, is daughter of Mr P. Killian, MPSI, Loughrea.

Appointments

Salter Housewares Ltd have appointed Mr Noel Wheeler as product manager (holloware).

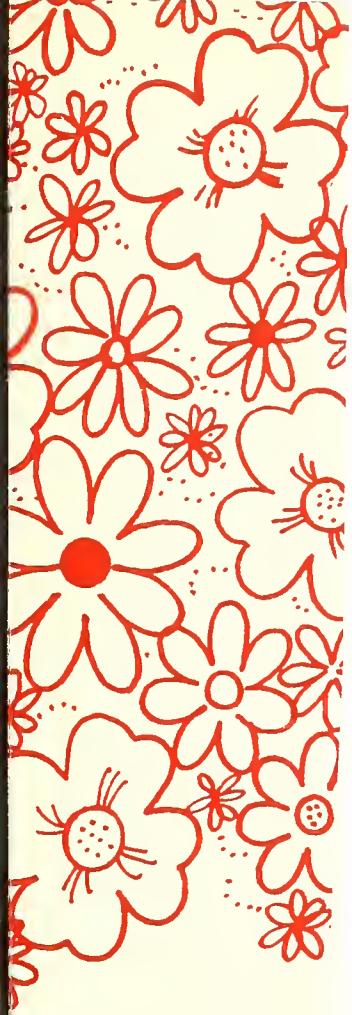
Radiol Chemicals Ltd have appointed Mr Gordon S. Souter, MPS, assistant managing director. He will succeed Miss E. M. Smith as managing director on her retirement at March 31, 1971.

Alberto-Culver Co Ltd have appointed Mr Malcolm Pepper UK assistant marketing manager.

Berk Ltd have appointed Mr M. W. Parker and Mr G. W. Elsdon export managers in their new Overseas Commercial Operations organisation.

Mr Parker has hitherto been responsible for the development of Berk's exports to Western Europe and North America. In his new position he will concentrate on furthering their interests in South Africa and Australia and will also be responsible for trading interests in North America and the Far East.

Mr Elsdon is Berk's specialist in trade with Eastern Europe. He will now be responsible in addition for all aspects of trade with North African and Mediterranean countries.





NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Creme Puff Plus

Max Factor's Creme Puff takes on "a new look . . . a new touch" . . . and becomes Creme Puff Plus (9s 9d). With its new emollients Creme Puff Plus is claimed to be the perfect answer for the woman with dry skin who has found an all-in-one make-up tricky to use. It is available in five complexion toning shades:— Fair Dawn, a gentle fair creamy tone; Tempting Touch, a warm natural shade; Candle Glow is a warm medium-olive shade, whilst Gay Glance is a light olive-tan. There are also Cool Copper, a deep, cool tan, and Translucent. With the new formula, comes new packaging, an attractive slim compact in tortoise-shell/mahogany with gold embossed design, complete with mirror and puff. (Max Fac-

tor Ltd, 16 Old Bond Street, London W1X 4BP.)

From Italy

The Marvin range of Italian cosmetic and treatment preparations is being introduced to the British public.

Marvin of Milan is a successful pharmaceutical company with established contacts with the Dermatology Clinic of Milan University. For every preparation Professor Crosti, the Director of the Clinic, issues a control certificate, which is said to be "both a guarantee of perfection and a symbol of the strictly scientific element which Marvin have introduced into the field of cosmetics."

At present, Marvin cosmetics are on sale in the United States of America, France and Germany, and there is an extensive range of preparations. In the UK it is the intention to sell through chemists, departmental stores and beauty salons. (Distributors, Norden Marketing Ltd, Cook Lubbock House, Waterside, Maidstone, Kent.)

Innoxa summer lines

Innoxa have added to their range deeper, darker make-up tones, a special summer lipstick and a new spray deodorant. The new foundation shade Sun Satin, is a tawny, deep copper tone, and is available in: Cream Satin foundation (for dry skins) (10s 6d); Liquid Satin foundation (for normal skins) (9s 2d); and Satin Bloom foundation (for greasy skins) (10s 6d).

Midnight Sun foundation shade is available in Satin Sheen all-in-one makeup (10s 9d). It is the deepest tone and is used when skin tone changes from "tender gold to warm toast."

Sable Tan is the new powder shade available in Spunsatin face powder (10s 10d) and Spunsatin cream powder (refill) (8s 4d).



On sale only until October is the new Innoxa lipstick shade Sun Shimmer Jewel-fast lipstick (6s 9d) described as a fragile, frosted apricot-beige.

The Free and Easy spray deodorant and anti-perspirant (11s 9d) was formulated "for those who prefer the swift, precise action of a spray-on deodorant." (Innoxa (England) Ltd, 436 Essex Road, London N1.)

Diagnostics

Amylase test in tablet form

Pharmacia have introduced Phadebas amylase test tablets for the estimation of amylase levels in body fluids eg in the investigation of the acute abdomen and hypo- and hyper-secretory pancreatic states.

In each tablet, a compound of an insoluble starch and Cibacron blue is mixed with buffering agents. Contact with water produces rapid disintegration. With the addition of fluid containing alpha amylase the insoluble material is broken down into soluble blue fragments. The amount of blue colour released into the solution is proportional to the concentration of amylase present. The alpha amylase concentration is determined by measuring the optical density of the solution, deducting a blank value and reading the result off the calibration curve provided with each bottle of tablets.

Presentation is a bottle of 50 tablets (66s trade). (Pharmacia (GB) Ltd, Paramount House, 75 Uxbridge Road, London W5.)

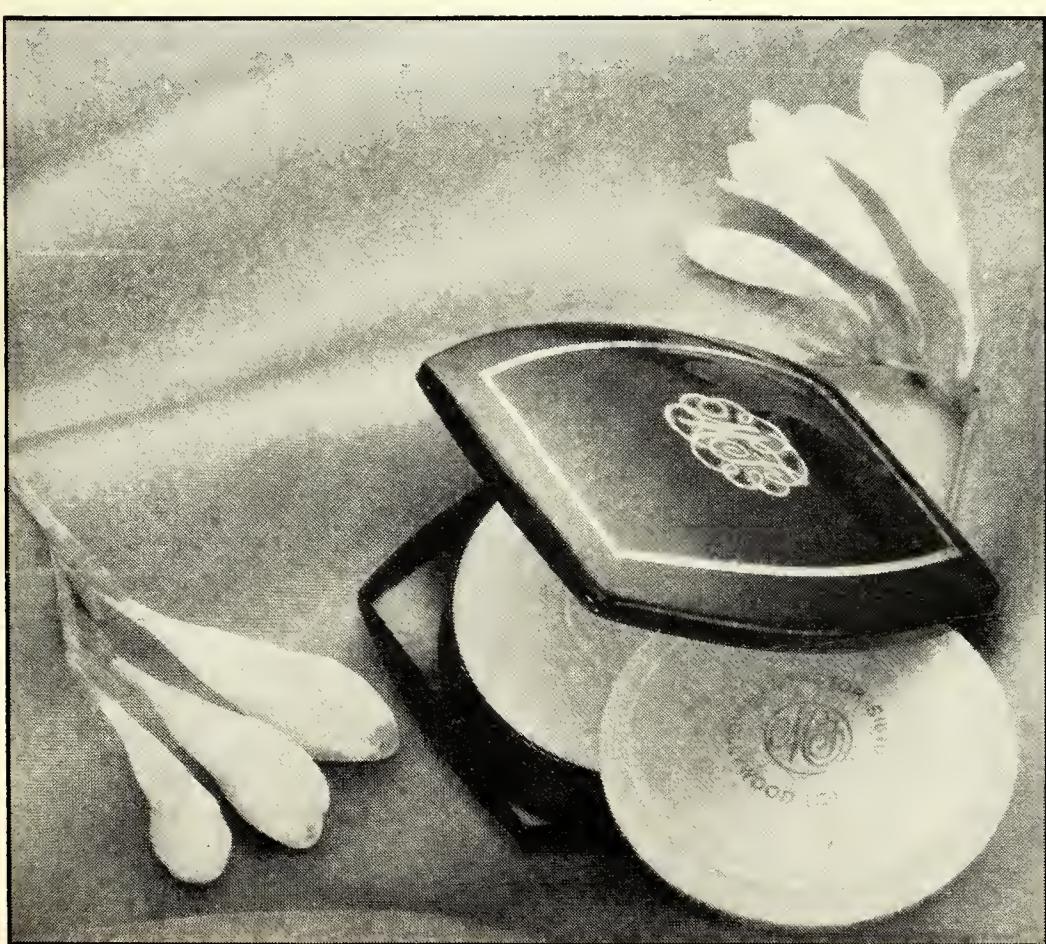
Slimming

New from 'Bisks'

Fisons have added two more varieties to their range of meal-replacement biscuits for slimmers. Bisks chicken flake are square, flaky biscuits with a chicken-flavoured cream filling. Three plus a glass of milk are said to make a satisfying meal replacement. They come in economy 4-meal packs (4s 9d) and handy single meal slide packs (2s 3d) which slip easily into handbag or pocket for a packed lunch.

Bisks Vienna wafer comprise triangular, chocolate covered, wafer biscuits sandwiched together with two layers of cream filling. Four plus a drink of tea, coffee or milk make a replacement for those with an incurable sweet tooth. Again they

Continued on page 980



continued from page 979

come in economy-size four-meal (6s 6d) and single-meal (2s 6d) packs.

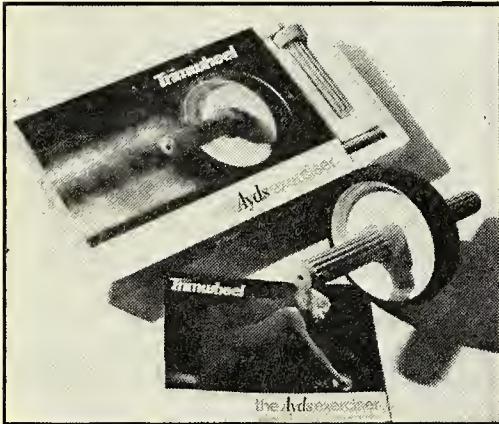
The single meal packs in both varieties are issued in special counter display units. (Fisons Pharmaceuticals Ltd, Loughborough, Leics.)

Food supplements

Quin-tessin food supplement

Launched originally through health stores but now offered through pharmacies following "considerable demands" from chemists, Quin-tessen essence (27s 6d) is described as a natural food supplement with essences of "rare plants, juices and herbs". Pack is a cartoned bottle containing 300 ml — a "full month's supply." Display material is available to support. (Healthcrafts division of Alfenal Ltd, Byfleet, Surrey.)

Sundries



Cuticura Trimwheel

Following the success of the Ayds reducing plan, Cuticura Laboratories is now introducing Trimwheel, the Ayds Exerciser (59s 6d). Ayds trimwheel is a muscle exerciser designed to keep the whole figure trim. Doctors and physiotherapists have worked out a series of simple exercises to help slimmers to "trim while they slim." A full-colour, 8-page instruction booklet clearly shows the scope of the Trimwheel as a complete figure exerciser. The wheel is made from tough moulded nylon and is said to be "designed to last a life-time."

Ayds trimwheel will be sold only through chemists and supplies will be available throughout the country from early July, say the makers. (Ayds Division, Cuticura Laboratories Ltd, Maidenhead, Bucks.)

Photographic

Improved shutter release

Three new Regula 35-mm cameras having a spring-loaded "velvet release" for smoother firing are announced. The accessory shoe in the new models is flush with the top of the camera and the top shutter-speed has been increased to 1/300sec.

The new models will sell at the same prices as their predecessors. They are, with names of replaced model in parenthesis: Sprinty C 300 (Sprinty C); Sprinty BC 300 (Sprinty BC) and Sprinty CC 300 (Sprinty C). (Photopia Ltd, Hempstalls Lane, Newcastle, Staffs.)

TRADE NEWS

Introduced to Eire

The Mentholatum Co Ltd, Slough, Bucks, are introducing into Eire their nail biting deterrent Stop 'N Grow (7s 6d).

Stop 'N Grow is a new formulation that is said to produce "the most bitter taste ever experienced." It is invisible over nail polish. The company claims "Nail biting stops at once and within three weeks you can have 10 strong, naturally grown nails." Distribution in Eire is through Chesebrough Ponds (Ireland) Ltd.

Stop 'N Grow is presented in outers of six packs. With each outer comes an eye-catching display crowner.

Another Family Doctor title

Published this week is "Woman: the middle years," a new title in the Family Doctor booklet series (2s) which deals with the problems of the menopause. Available to members through the National Pharmaceutical Union, 321 Chase Road, London N 14.

Correction to price

Pharmaton (UK) Sales Ltd, 422 St John Street, London EC1, point out that the price of Pharmaton hair tonic is 38s 3d and not as given in their advertisement in last week's issue.

Discontinued line

Abbott Laboratories, Queenborough, Kent, announce that, Pulmo Pak, List No. 4546, was discontinued on June 12 and no further supplies will be available.

Trade shows next week

Edinburgh

George Hotel, June 29-July 2, Jackel & Co Ltd.

North British Hotel, June 29-July 2, H. Bronnley & Co Ltd.

Belfast

Royal Avenue Hotel, June 29-July 2, Lentheric.

Leeds

Metropole Hotel, June 29-July 2, Jean Sorelle Ltd, Cussons Sons & Co Ltd.

Griffin Hotel, June 28-July 3, Shulton (Great Britain) Ltd.

Bonus offers

Chesebrough-Pond's Ltd, Victoria Road, London NW 10. L'Onglex polish remover. Thirteen invoiced as twelve.

L'Oreal, Berkeley Square House, Berkeley Square, London W1A 1BX. Elnett Satin hairspray. 450 g. Six invoiced as five (until July 24).

Mentholatum Co Ltd, Slough, Bucks. Stop 'N Grow. Seven invoiced as six (extended to Eire through Chesebrough Ponds.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; Cl = Channel Islands

Agfa-Gevaert products: All except E

Alka-Seltzer: All areas

Anadin: Lc, Y, NE, U, We, B, Cl

Arrid Extra Dry: All except Sc, G, E

Askit: Sc, B, G

Brylcreem: All except NE, E

Comet hair cutter: Ln, A

Cool Charm: All except E

Dettol: Ln, M, Lc, Sc, WW, So, A, U, We, B, Cl

Disprin: Lc, Y, Sc, WW, U, We, G, Cl

Dentu-Creme: Ln, M, Lc, Y, WW, So, NE, A

Fynnon Spa: Ln, M, Lc, WW, So, A, We

Immac: Y, Sc, WW, So, NE, A, We, Cl

Iron Jelloids: Ln, M, Lc, WW, So, NE, We

Macleans: All except We, E

Phensic: Ln, M, WW, We

Phyllosan: WW

Poly Lady: M

Radox: All except U, E

Setlers: M

Silvikrin hairspray: All except E

Steradent: M, Lc, Y, Sc, A, U, We, B, G, Cl

Yeast Vite: All areas

Vosene shampoo: G, E

PROMOTIONS

Backing for national launch

After a successful test market in Scotland, Kimberly-Clark have launched nationally Kotex New Freedom towels.

The launch is supported by a £130,000 advertising and promotional campaign during the first six months. Leading women's magazines will carry advertisements showing for the first time a girl actually wearing a towel and pantie.

The panties will usually retail at 7s 11d and the pack of 12 towels at 2s 9d, but as an introductory offer a composite pack containing the panties and 12 towels is offered at 7s 11d.

Six free towels-only packs are being offered to retailers with each case of 24 launch-offer composite packs. (Kimberly-Clark Ltd, Larkfield, Maidstone, Kent.)

Display competition winners

First prize of £250 in the Geriatric Pharmaton window display competition was won by The Oxford Drug Co, 31 Cornmarket Street, Oxford. Second prize of £100 went to John Wilson (Chemists) Ltd, 19 Victoria Avenue, Hendon, London, NW4, and third prize of £50 to T. Gracey, MPS, 176 Perry Vale, London SE 23.

Fourth prize for a highly commended entry was given to Ashfords Chemists, 1 St Leonard's Road, Northampton. Many entries of a high standard were received from all over the country. (Pharmaton (UK) Sales Ltd, 422 St John Street, London EC 1.)

Jean Sorelle says: ‘Let me show you a really relaxing way of making money’



“Display Softa Skin, my new bath luxury, in a prominent position on your counter. Then just relax while your customers buy it. The Softa Skin display outer is very eye-catching.

And when they’ve tried Softa Skin they’ll certainly be back for more. Softa Skin has real sales-appeal – and powerful national advertising to support it. So just relax – and watch the profits roll in”.

Softa Skin by Jean Sorelle



Look forward to seeing you at
Leeds Metropole Hotel
29th June-3rd July
Gateshead 5 Bridges Hotel
6th July-10th July
Manchester Queens Hotel
6th July-10th July

Jean Sorelle London, 111-113 Great Portland Street, London W.1


**Jean
Sorelle**
LONDON

STARPACKS 1970

One pharmaceutical product and one cosmetic range were among the four gold star award winners of the Institute of Packaging's 1970 Starpacks competition.

The pack for Minims eyedrop applicator units (photo 2) is a small, disposable injection-moulded polypropylene tube with a slide-on cap. These are contained in a thermoformed polypropylene blister lidded with a heatsealed short-fibre spore- and bacteria-proof paper that is permeable to steam and resists the stresses imposed by the distortion caused by autoclaving. The applicator tip and cap have three "interference fits" to prevent bacterial ingress. The judging panel considered the

pack revolutionary and likely to prompt similar developments elsewhere in medicine. Functional design by Smith and Nephew Pharmaceuticals Ltd.

Also taking a "gold" is the range of packs for Avon Brocade toiletries (photo 4). A variety of packages which utilise many materials singly and in association, achieve a strong family effect by the skilful use of a brocade pattern.

Avon achieved another success with a group of brightly-printed opal glass bottles with screw-on plastics caps perforated so that when empty the pack can be used for pepper or other spices (photo 3). The Avon brand name and contents details are

carried on a small circular label applied to the base of the bottle.

The bottle for Sea Aqua bath foam (photo 5) is blow-moulded in a homopolymer of polypropylene. An injection-moulded polystyrene cap is contoured to continue the outline of the bottle, which is screen printed in two colours. The polypropylene bottle provides a maximum permeation barrier for a range of products, and it has a wide base for full stability. Is manufactured for Elizabeth Arden Ltd.

Woolworths gain a place with an extrusion blow-moulded shampoo bottle (photo 1) made from clear, impact-modified PVC and designed to give an impression of large size in relation to its capacity and to occupy a minimum of shelf space.

Also awarded a "bronze" was a display carton for Durex Fetherlite contraceptive packs. The judges describe it as a "discreet, yet attractive."

1



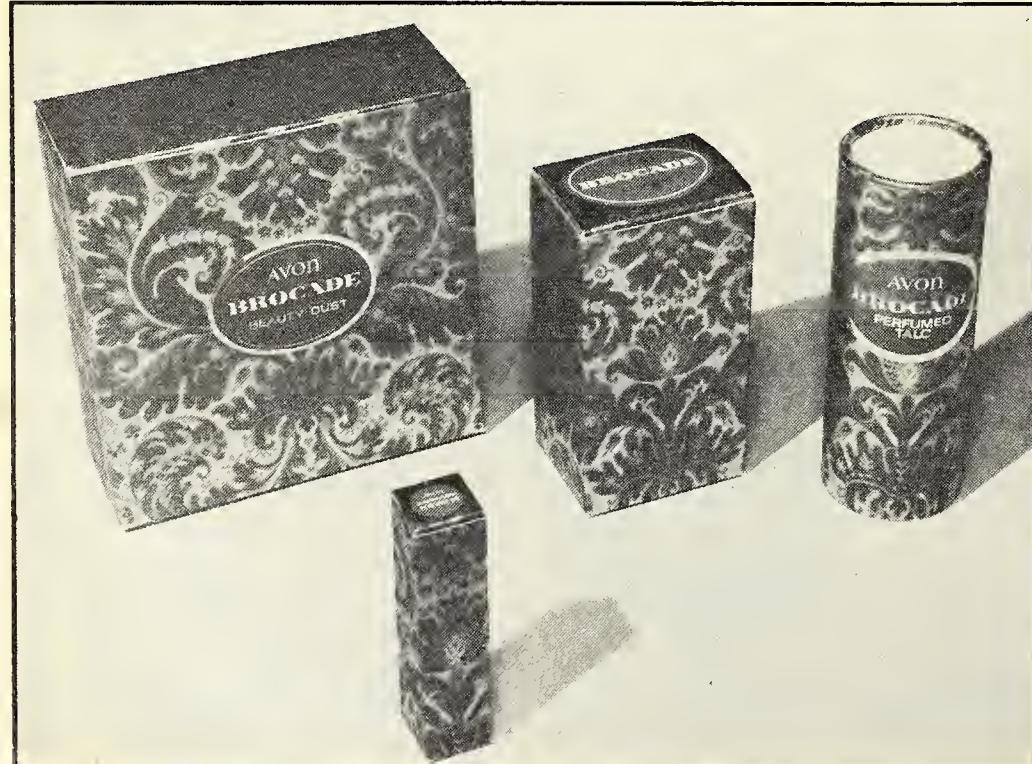
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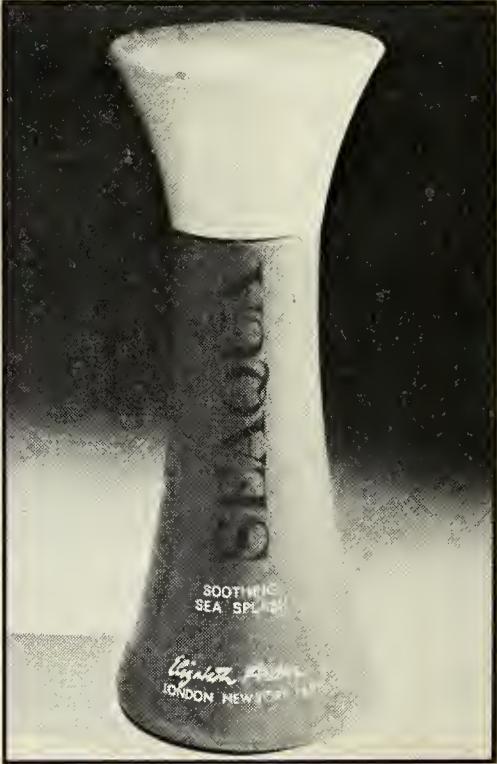
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4



5



New advertising campaign for Imperial Leather talc...

Yes, Britain's No. 1 family talcum powder gets a big boost this summer with a full colour advertising campaign in leading women's weekly magazines. Starts July.

And Imperial Leather talc now has a new formula to make it even softer, even smoother so it's right for all the family (including baby!)



plus 3 new family toiletries

new!

IMPERIAL LEATHER BATH GELÉE
Bath time luxury for the whole family.

new!

IMPERIAL LEATHER SHAMPOO
Rich, foaming shampoo for all types of hair.



new! IMPERIAL LEATHER ANTI-PERSPIRANT
Provides real protection from perspiration.

* Real value for money * guaranteed quality * reliability

Advertising starts July – buy in now

Cussons Sons & Co. Ltd., Kersal Vale, Manchester M7OGL

Introducing
another great
Ayds.
Profit-maker



WEEKLY CHANGES AND ADDITIONS

to June Quarterly Price List

WALLIS SUPER SACCHARIN

SUPASACthe slimmer's sweetener
with the fat 100% profit
for chemists only!

from your usual wholesaler

Trade prices and purchase tax figures are given per dozen unless otherwise stated. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide. A=Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. /=Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
2nd Debut (336 Dendron)											
CEF 600	70 4	36 9	11 5								
small	117 1	61 2	19 0								
I 200	86 3	45 1	14 0								
medium	141 8	74 1	23 0								
large	234 2	122 4	38 0								
Adaptoplast (339 CG)											
dressing first aid	M295	16 10	—	2 0							
washable	M296	16 10	—	2 0							
	M207	9 6ea	—	13 5							
75 pieces asst.	M96	10 9ea	—	15 0							
100 pieces asst.	M284	9 10ea	—	13 10							
125 pieces asst.	M95	12 6ea	—	17 4							
150 pieces asst.	M304	9 0ea	—	12 8							
pieces											
150 x 3/4 x 3 M304L	10 10ea	—	15 2								
150 x 3/4 x 1 1/2 M304S	6 0ea	—	8 6								
150 x 3/4 x 2 1/2 M304M	9 0ea	—	12 8								
island dressings											
150 x 3/4 x 1 1/2 M97	9 7ea	—	13 4								
10 x 7/8 x 2 1/2 M98	8 8ea	—	12 2								
100 x 3/4 x 3 M99	8 8ea	—	12 2								
individually wrapped											
M371	26 3	—	3 1								
strip											
1in x 1yd	M271	23 4	—	2 9							
1in x 5yd	M266	112 0	—	13 1							
1in x 1yd	M305	27 7	—	3 3							
1in x 5yd	M267	137 8	—	16 3							
1in x 1yd	M272	30 7	—	3 7							
1in x 5yd	M268	150 9	—	17 8							
1in x 1yd	M273	35 7	—	4 2							
1in x 5yd	M269	178 0	—	20 9							
Adaptopurf (339 CG)											
plaster lin x 5yd	24 3	—	2 11								
2in x 5yd	39 6	—	4 9								
Agrimin (969 Pfizer)											
bullets cattle	10	75 10ea	—	89 3							
sheep	20	62 6ea	—	73 6							
Aladdin (24 ALAD)											
super food flask	16oz	—	—	15 11							
	32oz	—	—	19 11							
Albion (339 CG)											
cotton wool	1oz	8 10	—	1 2							
	2oz	13 11	—	1 9							
	4oz	22 11	—	2 8							
carton	16oz	6 1ea	—	7 9							
paper wrapped	8oz	39 5	—	4 4							
	16oz	5 7ea	—	7 5							
Allenbury's (34 A & H)											
malt extract	1lb	47 3	—	5 3							
	2lb	88 6	—	9 10							
with c.l.o.	1lb	47 3	—	5 3							
	2lb	88 6	—	9 10							
pastilles blackcurrant											
2oz	23 0	5 1	3 0								
1lb	10 9ea	2 5ea	16 9								
Allinson (40 Allinson)											
dried yeast	4oz	62 6	—	2 2							
	(3doz)	—	—	19 11							
starch reduced rolls											
white or brown	15	69 6	—	2 4							
	(3doz)	—	—	19 11							
	28	40 0	—	4 0							
Ambrosium (75 AAL) existing entry					D						
slim plan	2 week size	100 0	—	12 6							
	4 week size	162 0	—	20 0							
snig oil	1oz	11 6	4 2	2 0							
	2oz	20 6	7 6	3 6							
	4oz	35 0	12 10	6 0							
tonic	137g	37 0	—	5 0							
	274g	74 0	—	10 0							
	420g	111 0	—	15 0							
Amethozol (776 JML) f/s											
ointment (vet.)	5g	24 0	—	—							
Amm-I-Dent (1178 Stafford)											
tooth paste	41g	19 9	7 3	2 9							
	75g	27 6	10 1	3 10							

Specify **'Wellcome' Insulins**

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail	
B-R (1023 Radiol)					Carter's (232 Carter)				Chelsea Pensioner (232 Carter)			
Bone Radiol (horses and dogs) standard	115 0	42 2	17 0		bone meal capsules	60	2 9ea	—	tablets	50	10ea	
healing jelly 200g	115 0	42 2	17 0	D	garlic oil capsules	40	2 4ea	10ea	existing entry	8ea	3 6	
Bradilan (859 Moore)				I	100	4 6ea	1 8ea		Cindico (264 Cindico)		D	
Bradilan (878 Napp)					herb beer extract	100ml	2 5ea	—	bib	4 3ea	—	
Brands (1114 SEF)					Indian Brandee	50ml	1 5ea	6ea	senior	9 5ea	—	
calf's foot jelly	29 11	—	3 3		100ml	2 1ea	9ea	2 6	Bouncer	42 2ea	—	
Breck (1059 C of GB), shampoo for dry hair, oily hair, normal hair					Jeeling linctus	100ml	2 1ea	9ea	Bouncette	54 8ea	—	
sachet	6 6	2 5	11		Radiant composition	essence	100ml	1 10ea	de luxe	65 8ea	—	
70cc	24 0	8 10	3 5		200ml	2 7ea	11ea	2 6	bouncing cradle	31 9ea	4 2½	
120cc	34 10	12 10	5 0		Skelton's influenza	mixture	110ml	2 1ea	Cindichair	17 6ea	2 3½	
Breeze (756 Lever) soap toilet	54 6	19 3	1 2		soya bean oil	1pt	40 0	—	Cinditable	23 1ea	3 1ea	
bath	(6 doz)	(6 doz)			Igal	24 0ea	—		Cindiloo	15 8ea	—	
(3 doz)	(3 doz)				sun-flower seed oil	1pt	40 0	30 0	Cindiseat	43 9ea	—	
Bristow's (105 BTD) shampoo	38 8	14 3	5 5	I	Igal	25 0ea	—	Cindistand	40 8ea	—		
Free and Lovely economy					super wheat germ oil capsules	40	4 2ea	—	Cirotyl (938 PD)		D	
Britmarine (555 Haffenden) hot water bottles					100	8 2ea	—	tablets				
Cambridge No. 3	60 0	—	—		wheat germ oil capsules	5 min	2 10ea	—	Citrurvit (232 Carter)		I	
Cleveland No. 3	60 0	—	—		100	5 5ea	—	chewing tablets	3 1ea	—		
cot series	45 0	—	5 8		100ml	2 4ea	10ea	Cleen-O-Pine (1037 Reckitt)		I		
Flaxman Super	70 0	—	—		Ceporex (518 Glaxo) TS	7S 0ea	—	standard	26 5	—		
Nodland	69 0	—	5 6		syrup 250mg/5ml	100ml	112 6	economy	38 5	—		
Safety glow No. 3	75 0	—	—		Ceporin (518 Glaxo) TS	vial 250mg	—	Clippa-Safe (273 Clippa-Safe) existing entry		D		
Safety tray No. 3	75 0	—	—		500mg	—		Clippa-Safe (273 Clippa-Safe)		I		
Slumber deep No. 3	60 0	—	—		1g	—	anchor straps	44 0	—			
de luxe	132 0	—	16 6		Certor (786 Macdonald)	bandage w.o.w.	—	nursery harness	B.S.I. 128 0	—		
No. 4	67 0	—	—		1in × 4yd	4 7	—	B.S.4 140 0	—			
Slumber sound No. 3	60 0	—	—		2in × 4yd	7 4	—	walking reins	40 0	—		
Warm wave No. 3	68 0	—	—		3in × 4yd	10 4	—	de luxe pack	15 0ea	—		
Brovolin (859 Moore)				D	4in × 4yd	13 4	—	junior trainer	23 9ea	—		
Brovolin (878 Napp)				I	bandage triangular	—	pilot	39 6ea	—			
Brovon (859 Moore)	—	—	—	D	unbleached	—	Codasphen (859 Moore)		D			
Brovon (878 Napp)	—	—	—		5in × 36in	21 11	Codasphen (878 Napp)		I			
Brovonette (859 Moore)	—	—	—		cellulose tissue	16oz	66 0	emollient cream	1oz 21 0	—		
Brovonette (878 Napp)	—	—	—		cellulose wadding	16oz	39 0	3oz 48 0	7 8	3 2		
Brovonex (859 Moore)	—	—	—		cotton wool absorbent	1oz	8 0	Colchi Sal (491 GB)		D		
Brovonex (878 Napp)	—	—	—		2oz	10 0	Compericum (1261 Ucal)	4oz 54 9	20 1	8 8		
Bryst (232 Carter) brewers yeast powder	4oz	1 1lea	—		4oz	28 0	200cc 89 0	32 5	14 1			
	16oz	5 10ea	—		16oz	93 6	80oz 48 0 Oea	17 7ea				
tablets	100	1 5ea	—		hospital quality	1oz	8 9	Corvette (1038 R & C)				
	500	4 7ea	—		2oz	13 9	after shave lotion	38 7	21 3	6 6		
Buzz Off (252 Chelspa) cream	1 ½ oz	21 0	7 8	3 6	4oz	22 8	deodorant spray	44 6	24 6	7 6		
liquid	1 ½ oz	16 0	5 11	2 11	8oz	44 0	pre-electric shave	38 7	21 3	6 6		
Bydand (859 Moore)	—	—	—		gauze plain	16oz	72 6	shaving bowl	59 8	21 11	9 6	
Bydand (878 Napp)	—	—	—		1yd	15 6	refill	39 0	14 3	6 0		
Bydolax (859 Moore)	—	—	—		3yd	33 9	talcum powder	38 7	21 3	6 6		
Bydolax (878 Napp)	—	—	—		6yd	61 0	brushless cream	—	—	D		
Calgon (26 A & W) carton	12oz	48 0	—	2 9	12yd	119 0	hair cream	—	—	D		
	(2 doz)	—	—		gauze ribbon non-sterilised	1in × 6yd	11 0	lather cream	—	—		
	2lb	76 0	—	8 9	1in × 12yd	18 3	shampoo	—	—	D		
descaler sachet	4oz	16 6ea	—	22 9	lin	13 3	shaving stick & refill	—	—	D		
Camay (1010 P & G) soap toilet	S8 0	20 9	1 3		16oz	21 3	Cosmedin (366 Dendron)	No.1 4oz	22 6	7 0		
bath	(6doz)	(6doz)	—		gauze ribbon sterilised	1in × 6yd	12 0	No.2 4oz	22 6	7 0		
Cannon (224 Cannon) hot water bottles	5 8ea	—	8 6		1in × 6yd	18 3	Cossack (1038 R & C)	men's hair dressing	6 0			
111	6 0ea	—	9 0		1in × 12yd	13 3	aerosol	6oz 38 0	20 11			
222	6 4ea	—	9 6		lin	21 3	18oz 81 9	45 0	12 10			
333	5 10ea	—	8 9		16oz	110 0	talcum	—	—	D		
444	6 4ea	—	9 0		lint boric	1oz	16 3	Costa Brava (106 Beetham)	suntan cream	30g 24 9	13 7	4 3
555	6 0ea	—	9 0		2oz	27 10	50g —	—	—	D		
666	6 6ea	—	9 9		4oz	51 6	Cupal (333 Cupal)	dusk cream	23 6	7 8	3 4	
888	10 8ea	—	16 0		16oz	187 6	Curach (336 Curach)	bath salts	12oz 22 0	7 8	3 4	
999	6 2ea	—	9 3		plain	1oz	15 0	embrocation	3oz 22 0	7 8	3 4	
baby cot size	5 0ea	—	7 6		2oz	26 10	6oz 36 8	12 9	5 6			
Babysafe	5 10ea	—	8 9		4oz	48 6	athletic	2 ½ oz 22 0	7 8	3 4		
Dolphin	6 0ea	—	9 0		16oz	174 10	5oz 32 0	11 1	4 10			
Fleur de Lis	8 4ea	—	12 6		multiple pack dressing	No.1	45 3	veterinary	3oz 21 6	7 6	3 2	
Noah's Ark series	9 4ea	—	14 0		No.2	92 4	6oz 33 0	11 6	5 0			
Radiator	8 4ea	—	12 6		lint	2oz	27 10	10oz 52 6	18 4	7 10		
Royal Scot	10 8ea	—	16 0		boric	4oz	187 6	40oz 12 0ea	4 3ea	21 6		
Superb	7 4ea	—	11 0		plain	1oz	15 0	80oz 19 6ea	7 0ea	35 3		
Velvetex	8 0ea	—	12 0		2oz	26 10	massage cream	1 ½ oz 27 0	9 5	4 1		
feeding bottle caps	5 4	—	8		4oz	48 6	Ronne liniment	6oz 50 0	17 5	7 6		
nurser polycarbonate	4oz	24 0	—		16oz	174 10	spirit dressing	6oz 27 0	9 5	4 1		
8oz & 10oz	9oz	30 0	—		lint	1oz	40 0	40oz 100 0	34 10	15 0		
hot water bottles	111	5 9ea	—	D	boric	2oz	187 6	Curraglen (232 Carter)	cough mixture	100ml 2 1ea	9ea 4 0	
	222	6 1ea	—		4oz	48 6				85ml —	D	
	555	6 1ea	—		16oz	174 10	Cussons (338 Cussons)	Leather after shave	171 1	92 11	33 0	
Dolphin	6 1ea	—	9 0		lint	1oz	15 0	hair dressing	171 1	92 11	33 0	
Carbro (232 Carter) slippery elm food	1lb	4 2ea	—		16oz	174 10	talcum	114 1	61 1½	22 0		
Cardinelli (226 CBP) eyeshadow	54 0	29 3	9 6		lint	1oz	49 6	Imperial Leather	49 7	26 11	8 6	
Care (532 Goya) hand cream	23 5	12 10½	4 0		16oz	174 10	anti-perspirant	82 7	29 10½	12 6		
					lint	1oz	36 0	bath gelée	42 11	15 6½	6 6	
					16oz	174 10	shampoo	46 8	25 4½	8 0		
					lint	1oz	90 0	talcum	4oz 23 4	12 8	4 0	
					16oz	174 10	CVK (2 Abbott) TS solution 250ml	13 3ea	—	19 11		
					16oz	174 10						
					16oz	174 10	D.D.D. (359 DDD) (distributors 366 Dendron)	ordinary	29 9	10 4	4 0	
					16oz	174 10	medium	44 7	15 6	6 0		
					16oz	174 10	large	62 7	21 9	8 5		
					16oz	174 10	extra strong	133 9	46 7	18 0		
					16oz	174 10	medium	44 7	15 6	6 0		
					16oz	174 10	large	62 7	21 9	8 5		
					16oz	174 10	extra strong	133 9	46 7	18 0		
					16oz	174 10	balm	29 9	10 4	4 0		
					16oz	174 10	tube	37 2	12 11	5 0		
					16oz	174 10	jar	40 3	14 0	5 5		
					16oz	174 10	soap	156 1	54 4	21 0		
					16oz	174 10		14 10	5 2	2 0		

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Debret (661 Jabley)											
after shave lotion	63 0	33 9	10 10								
deodorant Cologne	63 0	33 9	10 10	D							
Deedon (859 Moore)											
Deedon (878 Napp)											
Dentosine (339 CG)											
100ml	28 6	10 5	4 5								
4oz	—	—	—	D							
Dentu-Creme (1178 Stafford)											
18 4	6 9	2 9									
26 1	9 7	3 11									
37 6	13 9	5 6									
De-Odo (67 Ashe)											
litter pan spray	29 4	—	3 6								
Dermasan (1038 R & C)											
medicated cream tube	31 6	11 7	4 6								
Desert Flower (1131 Shulton)											
hand & body lotion	1814	65 0	34 10	11 3							
roll-on perfume	2779	69 3	37 2	12 0							
sparkling Cologne	1701	83 9	44 11	14 6							
talcum powder	1923	37 6	20 1	6 6							
Corn Silk powder	refill	6533	—	—	D						
Dethmor (506 Gerhardt)											
5 concentrate	4oz	44 0	—	5 6							
	1lb	124 0	—	15 6							
	7lb	52 0ea	—	78 0							
	28lb	177 4ea	—	266 0							
plusbait	56lb	326 0ea	—	490 0							
	1lb	32 0	—	4 0							
	3lb	70 0	—	8 9							
	7lb	11 8ea	—	17 6							
	28lb	32 0ea	—	48 0							
	56lb	63 4ea	—	95 0							
Dettol (1037 Reckitt)											
1gal	271 0	91 10½	35 0								
Dianimol (1023 Radiol)											
syrup	450ml	115 0	42 2	17 0							
Diminex (721 LC)											
ointment	37 1	12 11	5 3								
suppositories	42 5	14 9	6 0								
Dinium (232 Carter)											
mouth ulcer tablets	30	1 10ea	8ea	3 6							
Distampin (387 Dista)					D						
Distaqueine V-K (378 Dista) Ts											
elixir	100ml	4 6ea	—	6 9							
	60ml	—	—	D							
Distavone (378 Dista)											
single dose	—	—	—	D							
Distivit (378 Dista)											
elixir	115ml	3 0ea	—	4 6							
	1000ml	22 0ea	—	33 0							
	4oz & 40oz	—	—	D							
Drapolene (218 Calmic)											
100g	56 0	—	7 0								
Dutch Drops (1261 Ucal)											
4dr.	16 9	6 2	2 11								
	1oz	20 9	7 7	3 6							
	2oz	31 0	11 4	5 2							
capsules	36	32 0	11 9	5 2							
	100	59 9	21 11	9 9							
Dylon (816 Mayborn)											
tie & dye kit	120 0	—	15 0								
Efferdant (721 LC)											
tablets	12	13 11	4 10	2 0							
	20	22 1	7 8	3 2							
	18 & 28	—	—	D							
Eldermint (232 Carter)											
life drops	25ml	2 1ea	9ea	4 0							
	28ml	—	—	D							
cough mixture	100ml	2 1ea	9ea	4 0	I						
	85ml	—	—	D							
Elizabeth Arden (60 Arden)											
salon set	—	—	58 0								
Elle (325 C-A)											
aerosol	48g	31 11	17 7	5 0							
Elsan Blue (418 E)‡											
sanitary fluid	8 charges	63 0	—	7 0							
	16 charges	94 6	—	10 6							
	32 charges	157 6	—	17 6							
powder	9 0	—	1 0	I							
Elsanol (418 E)											
1gal	103 6	—	11 6								
Endevac (969 Pfizer)											
fowl pest vaccine	50ml	4 9ea	—	5 9							
	250ml	22 11ea	—	27 0							
	500ml	45 6ea	—	53 6							
Endocil (1419 Intec) existing entry					D						
Endocil (1419 Intec)					I						
foundation cream	30g	55 7	30 7	9 6							
hand care cream	38g	39 6	21 9	6 9							
moisturising lotion	28g	60 0	33 0	10 3							
	60g	102 5	56 4	17 6							
tinted	28g	60 0	33 0	10 3							
skin cleanser	150g	70 3	38 8	12 0							
skin tonic & freshener	150cc	96 7	53 2	16 6							
sun-care lotion	110g	70 3	38 8	12 0							
treatment cream	30g	54 1	29 9	9 3							
	75g	112 8	62 0	19 3							
	120g	166 9	91 9	28 6							
Escapade (1131 Shulton)											
talcum	37 6	20 1	6 6								
Eupinal (339 CG)											
100ml	28 0	10 3	4 7								
200ml	50 0	18 4	8 0								
4oz & 8oz	—	—	—	D							
Ever Ready (964 Personna)											
corn knife	37 0	13 7	5 9								
blades	(3)	16 1	5 11	2 6							
razor set Gem	48 0	17 6	7 6								
razor blades	CorruX	(5)	15 0	3 2							
	(24 pkts)	(24 pkts)	(24 pkts)								
premium	(5)	43 11	16 2	3 5							
	(24 pkts)	(24 pkts)	(24 pkts)								
stainless	(4)	49 3	18 1	3 10							
	(24 pkts)	(24 pkts)	(24 pkts)								
Everest (252 Chelspa)											
sting relief lotion	1½oz	19 6	7 2	3 0							
Express (1036 RB & C)											
powders and tablets	8 powders or 16	18 1	6 8	2 10							
	tablets	22 powders	46 3	17 0	6 10						
	70 powders	11 10ea	4 4ea	2 for 9							
Fairy (1010 P & G)											
soap	complexion	58 0	20 9	1 3							
	(6doz)	(6doz)	(6doz)								
bath	59 6	21 3	1 11								
	(4doz)	(4doz)	(4doz)								
family	37 6	13 5	2 5								
	(2doz)	(2doz)	(2doz)								
Faithful (976 Petfoods)											
handy	71 6	13 10	1 5								
	(6 doz)	(6 doz)	(6 doz)								
large	86 10	16 9	2 7								
	(4 doz)	(4 doz)	(4 doz)								
Farleys (448 Farleys)											
baby dinners and sweets	1½oz	13 9	—	1 6							
baby rice	19 3	—	2 0								
rusks	small	21 0	—	1 1							
	(2 doz)	(2 doz)	(2 doz)								
Feroglen (232 Carter)											
tablets	130	2 4ea									

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Nulon (1038 R & C) hand cream small medium large tube	16 4 23 6 33 6 16 4	9 0 12 11 18 5 9 0	2 6 3 8 5 3 2 6		Piptalin (824 MCP) elixir 100ml	9 0ea	—	13 6			
Nu Moon (366 Dendron) cuticle softener	18 6	9 8	3 0		Pitocin (938 PD) ampoules 1ml 100 vial 5ml 1		D				
Nu Nale (366 Dendron) cream liquid	24 7 24 7	12 11 12 11	4 0 4 0		PLJ (103 Beecham) lemon juice standard large	32 5 53 0	6 4 10 10	3 8*			
Oesbron (1261 Ucal) lung tonic 2oz	17 0	6 3	3 2	D							
lozenges	26 9	9 10	4 11								
Omnipied (656 IFA) health sandals pair shoe cushion pair	36 5ea 15 0ea	5 9ea —	69 0 22 6	=							
Optima (16 AGL) cameras					Polaroid (989 Polaroid) existing entry		D				
Sensor 200					Polaroid (989 Polaroid)		I				
500	—	—	852 0		cameras Land						
Orlane (1145 Sirex) creme hydratante liquide					model 320	383 1ea	205 5ea	780 0			
tube	—	—	42 0		330	481 3ea	258 9ea	980 0			
lipstick agate	—	—	67 0		340	579 6ea	310 9ea	1180 0			
lipgloss	—	—	19 6		350	874 2ea	468 9ea	1780 0			
sol a gel	—	—	29 6		3000	160 2ea	85 1lea	299 6			
tan a sol	—	—	38 0		Colorpack II	213 5ea	114 5ea	399 0			
mascara roll-on refill	—	—	39 6		Colorpack III	245 6ea	131 8ea	459 0			
Satilane tube	—	—	19 0		Swinger II	74 7ea	40 0ea	139 6			
Osa Tone (232 Carter) children's tonic 100ml	2 7ea	11ea	5 0	D	cases 321	20 1ea	10 9ea	37 6			
110ml	—	—	—		322A	73 8ea	39 6ea	150 0			
Pal (964 Personna) injector blades (10)	26 3	9 8	4 1		324A	112 1lea	60 7ea	230 0			
Paridic (776 JML) 200g	16 0	—	2 0		328	135 1ea	72 5ea	275 0			
400g	28 0	—	3 6		films type 20C	9 9ea	2 7ea	14 6			
Parkers (1261 Ucal) perfect panacea 2 1/2oz	21 9	8 0	3 6		107	13 3ea	3 7ea	19 9			
Passigen (232 Carter) capsulets 42	3 4ea	1 3ea	6 6		108	26 9ea	7 2ea	39 0			
dispensing pack	32 0ea	11 9ea	—		42	17 6ea	4 8ea	26 0			
Pax (1261 Ucal) corn paint 2dr	20 0	7 4	3 3		47	19 6ea	5 3ea	29 0			
Pedosan (1514 Brocapharm) callous plasters (4)	64 8	17 4	7 6		accessories						
corn plasters (7)	64 8	17 4	7 6		cable release	191 2ea	12 5ea	47 2			
Pedzyl (54 Antigen)				D	close-up kit	583 1ea	57 1ea	216 8			
Peps (1530 Fisons) tubes				D	583A	106 5ea	57 1ea	216 8			
Perform (366 Dendron) eight-day hair set					593	118 9ea	63 8ea	241 9			
small	49 4	25 9	8 0		development timer	29 0ea	15 6ea	59 0			
large	82 8	43 2	13 5		exposure meter	628 1ea	64 5ea	244 7			
Personna (964 Personna) existing entry				D	filter cloud	516 1ea	33 2ea	126 0			
Personna (964 Personna) blades double edge				I	filter & lens shade	585 40	1ea	21 8			
super stainless (5)	42 10	15 9	4 0		kit	595 73	8ea	150 0			
platinum (5)	(20pkts)	(20pkts)			flashguns	259 8	0ea	4 3ea	14 11		
blades single edge					268	36 10ea	19 9ea	75 0			
stainless (4)	51 4	18 10	3 10		280	85 1lea	46 1ea	175 0			
blades injector					picture album	519 33 4ea	17 1ea	67 11			
super stainless (5)	43 8	16 1	4 1		520	30 0ea	16 1ea	61 1			
platinum	46 6	17 1	4 4		portrait kit	581 106 5ea	57 1ea	216 8			
razor sets					581A	106 5ea	57 1ea	216 8			
3-piece					591	118 9ea	63 8ea	241 9			
with one stainless					self timer	192 48	2ea	25 10ea	98 1		
blade					tripod adaptor	194 5	2ea	2 9ea	10 6		
with two platinum											
blades					Prednelan (518 Glaxo) TS		D				
injector with five					tablets 1mg						
blades					Prednisolone (938 PD)		D				
satin blades					tablets 5mg 100		D				
with five blades					Prednisone (938 PD)		D				
injector satin back					tablets 5mg 100		D				
with five blades					Primitif (813 MF)						
injector Executive					eau de toilette aerosol	92 0	50 7	15 6			
Lady Personna					Pro (721 LC)						
shaving brushes No. 40					toothbrush short or	22 0	—	2 9			
No. 42					long head						
super foam					Proctoids (1352 Wyeth)		D				
grooming aids					tube	—	—	9 11			
nail clipper					bottle	—	—	15 0			
	24 2	8 11	4 6		Pru-Sen (232 Carter)						
	(10)	(10)			children's laxative	11 0	4 0	1 10			
nail file	17 1	9 5	3 6		Puritabs (705 Kirby)						
	(10)	(10)			water purifying	36 0	—	5 0			
toe nail clipper	26 10	9 10	5 0		tablets						
	(10)	(10)			Pyrets (1568 Trentham)						
tweezers	21 11	12 1	4 6		(distributors 372 De Witt)						
	(10)	(10)			children's throat	15 20 0	—	2 6			
Hillips (978 PYP)					lozenges	15	20 0	—			
fish food maxiflakes					Quickies (451 F&J)		D				
1 1/2oz	50 0	10 9	7 2		skin cream	—	—	—			
IB (859 Moore)				D	Quosh (103 Beecham) existing entry		I				
IB (878 Napp)				I	Quosh (103 Beecham)						
IB Plus (859 Moore)					orange, lemon, raspberry,	—	—	—			
IB Plus (878 Napp)					lemon/lime,						
Ied Piper (506 Gerhardt)					mandarin, lemon barley,						
for mice	12 0	—	1 6		orange/pineapple,						
	22 0	—	2 9		pineapple/grapefruit	24 9	5 6	2 9			
					lime	29 10	6 7	3 4			
Silcot (786 Macdonald)					Radian (1023 Radiol)						
sanitary towels					massage cream	43 0	15 9	6 3			
soluble size I					standard						
Chic	6	13 7	—		Radiol (1023 Radiol)						
	12	24 0	—		worm powder	130 0	—	15 0			
small	69 0	9 6	9 0		A (ascariids)	225g	—	—			
ex. large	75 0	10 4	9 9		S (strongyles)	85g	50 0	6 0			
Nordic	62 0	8 6	8 3		420g	160 0	—	17 0			
	68 0	9 4	8 11								
Princess	65 0	8 11	8 6								
	71 0	9 9	9 3								
sanitary towels wool					sanitary towels wool	size 0	12	24 9	—		
size 1	6	15 6	—			1	—	2 8			
	1	12	27 11			2	32 6	—			
	2	12	37 2			3	12	44 11	—		
inaud (984 Pinaud)						4	12	44 11	—		
(distributors 451 F&J)											
Eau de Quinine 225cc	57 0	31 5	9 9								
					Regula (980 Photopia)						
					camera						
					Electronic 35	—	—	830 0			

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail		
Silette (16 AGL) camera					honey, glycerin and lemon	18 0	3 8	2 7	Ucal (1261 Ucal)				
Sensor LK	—	—	739 0		red gum and menthol	17 0	5 9	2 7	antiseptic healing ointment	20 6	7 6	2 11	
Silsan (786 Macdonald) sanitary towels					Snowfire (1038 R & C) healing tablets	10 10	4 0	1 6	antiseptic universal cream	24 0	—	3 2	
soluble size 1	13 7	—	1 5		vanishing cream	—	—	—	baby cream	22 6	8 3	3 10	
12	24 0	—	2 6		Sombrero (532 Goya) cream	29 5	16 2	5 0	baby powder	18 0	6 7	2 11	
sanitary towels					tube	25	16 0	—	bay rum	100cc	15 0	8 3	3 2
size 1	6	14 0	—		tablets	100	40 0	—	bay rum &	150cc	16 0	8 9	3 8
12	24 2	—	2 7		500	12 6ea	—	cantharides	4oz	19 6	7 2	3 6	
2	12	30 3	—	D	5000	120 0ea	—	blister cream	6oz	21 0	7 8	3 6	
Simpkin's (1141 Simpkin) existing entry (30)				I	Sparklets (183 BOC) syphons	4oz	180 0	—	blood purifier	16oz	36 9	13 6	6 8
Simpkin's (1141 Simpkin) chocolate centred					Ambassador	115 5ea	15 10ea	189 0	bronchial catarrh syrup	4oz	22 6	8 3	3 10
barley sugars					Executive	85 8ea	11 11ea	126 0	8oz	32 9	12 0	5 8	
butterscotch chocolate	15 0	3 4	2 0		President	320 7ea	44 1ea	525 0	bronchial lozenges	18 0	6 7	2 11	
lime chocolate	15 0	3 4	2 0		Spillers (1172 Spillers) mixed ovals	6 1lb	81 0	17 9	burn dressing	25g	24 0	—	3 6
mint chocolate	15 0	3 4	2 0		28lb	26 9ea	5 10ea	childblain paint	1 1oz	17 0	6 3	2 11	
orange chocolate	15 0	3 4	2 0		Kenco biscuits	85 3	18 6	10 3	children's aspirin soluble	50	14 9	5 5	2 3
glucose barley sugar sticks					Saval	81 0	17 9	9 8	chillie paste	2oz	22 6	8 3	3 10
cherry	2 8	7	4		Shapes	6 1lb	81 0	17 9	cinnamon and quinine	2oz	22 0	8 1	3 6
fruit	2 8	7	4		Winalot meal	6 1lb	81 0	17 9	coffee	8oz	68 6	—	—
plain	2 8	7	4		Stimplet (1352 Wyeth) elixir 1200 ml	1 10ea	8ea	3 6	cough mixtures	3oz	18 0	6 7	3 3
glucose confections					Strix (859 Moore)	D		all fours †	children's cherry bark †	15 0	5 6	3 0	
barley sugar plain	12 9	2 10	1 8		Strix (878 Napp)	D		100cc	100cc	24 0	8 9	4 5	
barley sugar fruits	12 9	2 10	1 8		Suncal (232 Carter) calamine cream	56g	1 10ea	8ea	adult's cherry cough †	4oz	24 0	8 9	4 5
bitter lemon drops	12 9	2 10	1 8		Supersoft (1038 R & C) bubble bath	19 5	7 2	2 9	junior linctus	2 1/2oz	19 6	7 2	3 6
blackcurrant and liquorice					bottle	36 4	20 0	5 9	speedy cough	2 1/2oz	29 6	10 10	5 0
buttermints	12 9	2 10	1 8		hair spray standard	44 7	24 7	7 0	diarrhoea mixture	4oz	20 0	7 4	3 6
butterscotch	12 9	2 10	1 8		economy	76 5	42 1	12 0	ear drops golden	4oz	23 0	8 5	3 10
clear mints	12 9	2 10	1 8		hair toner super	6 5	3 6	embrocation	1lb	47 9	—	—	
fruits-de-luxe	12 9	2 10	1 8		sachet	15 11	8 9	4 5	with c.l.o.	2lb	84 9	—	—
JuiCees black cherry	12 9	2 10	1 8		talcum	28 2	15 6	4 5	eye ointment †	1lb	85 9	—	—
rose hip	12 9	2 10	1 8		waveset	15 11	8 9	2 6	flavourings synthetic	1/2oz	12 0	4 5	2 1
blackcurrant	12 9	2 10	1 8		Takka-Diastase (938 PD) liquid	125ml	D	17 0	food colourings	1/2oz	17 0	—	2 3
orange	12 9	2 10	1 8		Taxico (232 Carter) dandelion coffee	4oz	2 8ca	—	synthetic	1/2oz	15 6	—	2 3
JuiCets (1 gross)	31 6	6 11	4		8oz	5 2ea	—	foot powder †	22 6	8 3	3 6		
lemon & honey	12 9	2 10	1 8		12oz	7 0ea	—	Fuller's earth cream	1/2oz	13 9	—	2 3	
Mitchum mint creams	12 9	2 10	1 8		Taylor's Seven Oils (110 8) 100cc	27 0	9 11	2 6	powder	50g	15 0	8 3	3 3
rum & butter	12 9	2 10	1 8		200cc	41 0	15 0	gargle, astringent rose	6oz	17 0	6 3	3 2	
sherbert fruits	12 9	2 10	1 8		Terramycin (969 Pfizer) animal formulas TSVPO	100	100	100	Gee's linctus BPC † DDI	100cc	16 0	—	2 0
tangerine, lemon & grapefruit	12 9	2 10	1 8		supplements	50lb	100 0ea	—	200cc	26 0	—	3 6	
medicated confections					injection with lignocaine	40ml	14 11ea	—	gingerade concentrate	18 6	4 1	2 11	
all four drops	3 4	1 3	9		100ml	35 0ea	—	glycerine suppositories	infant's	19 0	—	—	
anti-coff drops	10 0	3 8	1 6		paediatric drops	10ml	3 7ea	—	children's	12 0	24 0	—	—
bronchial drops	3 4	1 3	9		100ml	7 2ea	—	adults	12 0	30 0	—	—	
children's cough drops	3 4	1 3	9		syrup	100ml	34 11ea	—	Indian Brandee	2oz	17 6	6 5	3 2
glucose winter candy drops	3 4	1 3	9		tablets	100	84 0	—	4oz	24 6	9 0	4 5	
menthol & eucalyptus drops	9 7	2 1	1 3		500	30 10ea	—	indigestion lozenges	44	18 0	6 7	2 11	
T.C.L. drops	3 4	1 3	9		Therm-O-Lin (232 Carter) liniment	50ml	2 4ea	10ea	influenza mixture red	200cc	24 9	9 1	4 3
treacle cough drops	3 4	1 3	9		500ml	1 7ea	—	iodised throat lozenges	24	12 0	4 5	2 1	
pastilles					Thermos (1226 Thermos) vacuum flask	16QHT	—	48	48	18 0	6 7	3 2	
antiseptic throat	17 3	6 4	2 9		stainless steel	226	—	iron and yeast tonic	tablets	100	24 9	6 7	2 11
assorted fruit	9 4	2 1	1 3		246	—	19 11	iodised throat lozenges	200cc	24 9	9 1	4 3	
catarrh	17 3	6 4	2 9		Trend (1467 Trend) eyelashes	55 6	30 6	19 11	iron and yeast tonic	100	24 9	5 4	2 11
Dilly Duckling	17 3	6 4	2 9		Tric-A-Adcortyl (1176 Squibb) TS cream	30g	26 6ea	—	tablets	100	14 6	5 4	2 11
extra strong cough	17 3	6 4	2 9		Trufood (1249 Trufood) Follow On	16oz	64 10	—	juniper beans	25	8 0	—	1 2
Gee's linctus 8.P.C. †	16 9	—	2 0		half cream	16oz	62 4	—	L.L.C. lozenges	1 1/2oz	20 9	—	—
glycerine & blackcurrant	19 3	4 3	2 9		humanised	15oz	64 10	—	menthol & wintergreen cream	1 1/2oz	20 9	7 7	3 6
glycerine, lemon & honey	19 3	4 3	2 9		Trusts (103 Beecham) dog or cat tablets	34 2	(6 doz)	—	nursery powder	100g	18 0	6 7	2 11
glycerine of thymol	20 0	—	2 6		Tubipads (1127 Seton) existing entry	D			ointment	1oz	22 6	8 3	3 6
menthol bronchial	17 3	6 4	2 9		Tubipads (1127 Seton) (distributors 93 81)	for heels and elbows			olive oil	2 1/2oz	16 0	—	2 3
menthol & eucalyptol B.P.C.	20 0	—	2 6		small P4	5 3ea	—		5oz	16 0	—	3 6	
mouth ulcer	20 0	7 4	3 0		medium P4X	5 9ea	—		10oz	47 0	—	6 4	
sugarless fruit pastilles	20 9	4 7	2 9		large P5	6 3ea	—		20oz	85 0	—	10 11	
roll packs					sacral belts small, medium or large P9	28 0ea	—		pastilles	2oz	21 0	7 8	3 3
blackcurrant fruit pastille	5 9	1 3	9		Tucal (252 Chelspa) linctus † DDI	4oz	37 6	13 9	Gee's linctus † DDI	2oz	16 9	—	2 3
cough	3 10	1 5	7		40oz	27 9ea	10 2ea		2oz	19 6	—	2 7	
glucose fruit pastille	5 9	1 3	9		80oz	51 9ea	19 0ea		glycerine, lemon & honey	2oz	19 0	4 2	2 11
glucose peppermint	3 9	10	6		lozenges	18	18 6	6 9	glycerine thymol compound	2oz	19 0	—	2 7
Koala fruit	4 4	11	7		100	79 6	29 0	peppermint oil solution	1/2oz	12 0	—	1 9	
menthol & eucalyptus 8.P.	8 0	—	1 0		Tubipads (1127 Seton) (distributors 93 81)	for heels and elbows			25cc	16 9	—	2 3	
Teddy cough pastille	5 0	1 10	9		small P4	5 3ea	—		pile ointment †	26 0	9 6	4 5	
sundries					medium P4X	5 9ea	—		pine disinfectant	17 0	—	2 3	
finest peppermints	3 7	9	1 6		large P5	6 3ea	—		16oz	26 6	—	3 9	
glucose sulphur tablets	9 0	3 4	1 6		sacral belts small, medium or large P9	28 0ea	—		raspberry vinegar	150cc	24 0	—	3 6
L.L.C. lozenges 1oz	6 3	—	1 9		Tucal (252 Chelspa) linctus † DDI	4oz	37 6	13 9	and olive oil	75cc	16 9	6 2	2 6
2oz	12 0	—	1 6		40oz	27 9ea	10 2ea		5oz	28 0	10 3	4 11	
Slack's (232 Carter) rheumatic tablets	40	1 10ea	8ea		80oz	51 9ea	19 0ea		sulphur and lime lozenges	2oz	10 6	3 10	1 9
Sloans (721 LC) liniment	24 8	8 7	3 9		lozenges	18	18 6	6 9	sulphur tablets orange flavour	2oz	7 0	2 7	1 2
Smith Kendon (1152 SK) pastilles					100	79 6	29 0		toothache drops	2dr	19 6	7 2	3 3
blackcurrant and glycerine	18 0	3 8	2 7		Tucal (252 Chelspa) linctus † DDI	4oz	37 6	13 9	wart paint	1/2oz	18 0	6 7	3 3
bronchial	17 0	5 9	2 7		40oz	27 9ea	10 2ea		worm syrup	2oz	24 0	8 9	4 0
eucalyptus and menthol	18 3	—	2 4		80oz	51 9ea	19 0ea		Ultralamnum (1479 SCL) T5 ointment	300g	130 2ea	—	189 5
glycerin and thymol	18 3	—	2 4		lozenges	18	18 6	6 9	plain	300g	124 3ea	—	180 10

NEW from Co-Caps

IMIPR AMINE
CO-CAP 25

Imipramine

Each capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) 10% Discount when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

	Trade	Tax	Retail	
Ultraproct (1479 5CL) T5				/
Ung. betulae virid. c. sinapsis (211 Butler)	9	0ea	—	13 6
dp 500g				D
Ung. sedativum (211 Butler)				
Valderma (1038 R & C)				
antiseptic balm tube	29 6	—	3 3	
1oz	31 9	—	3 6	
2oz	45 0	—	5 0	
4oz	58 6	—	6 9	
shaving cream	25 7	9 5	3 6	
stick	14 3	5 3	2 0	
soap toilet	12 11	4 9	1 9	
bath	21 1	7 9	2 9	
talcum powder	22 4	12 3	3 6	
Val Pak (1038 R & C)				
face pack sachet	12 2	6 8	1 11	
tube	24 0	13 2	3 9	
	32 4	17 9	4 11	
Valpeda (1038 R & C)				
foot balm	32 7	—	3 9	
Variban (339 CG)				
elastic adhesive bandage	28 11	—	3 4	
2in x 3yd	48 6	—	5 8	
2½in x 3yd	59 4	—	7 2	
3in x 3yd	70 4	—	8 2	
4in x 3yd	90 6	—	10 6	
Veet 'O' (1038 R & C)				
hair removing cream	27 4	15 0	4 2	
	36 3	19 11	5 6	
	50 0	27 6	7 9	
lotion	50 6	27 9	8 0	
Vibra (721 LC) existing entry				D
Vibra (721 LC)				/
tonic bath	21 6	11 3	3 6	
Vince (721 LC)				
powder 2oz	28 2	9 10	4 0	
Vitalising (1286 VGC)				
(distributors 1141 Simpkin)				
glucose tablets rolls	8 5	—	1 0	
Wate-on (366 Dendron)				
emulsion regular 16oz	163 6	—	19 5	
super 16oz	210 6	—	25 0	
tablets regular	96 163	6	19 5	
super 96	210 6	—	25 0	
Waterbury's (721 LC)				
compound 16oz	70 8	24 8	10 9	
Wellcome (208 8W)				
influenza split virus vaccine (inactivated)				
deoxycholate treated bivalent 1ml	12 0ea	—	18 0	
10ml	100 0ea	—	150 0	
Wild Fern (1355 Yardley)				
soap	23 0	8 5	3 3	

	Trade	Tax	Retail	
Woman's World (388 Dreston)				
cleansing cream 112cc	35 0	18 9	6 0	A
colour shampoo 230cc	35 0	18 9	6 0	
facial moisture cream				
112cc	32 0	17 2	5 7	
hair conditioner 53g	44 0	23 7	7 7	
hair shampoo 230cc	30 0	10 9	4 9	
hand lotion 112cc	32 0	17 2	5 7	
moisture base 53g	44 0	23 7	7 7	
perfume purser 5cc	63 0	33 9	10 10	
rich skin food 53g	44 0	23 7	7 7	
splash Cologne 108cc	75 0	40 3	12 10	
Woolulose (339 CG)				
household wool	18 0	—	2 2	
Yaxa (366 Dendron)				A
aerosol	48 3	25 3	7 10	
Cologne No.1	51 10	27 1	8 5	
refill	48 3	25 3	7 10	
luxury spray	36 11	19 4	6 0	
refill	29 9	15 7	4 10	
roll-on	42 1	22 0	6 10	
refill	36 0	18 9	5 10	

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

25 A5=Albion Soap Co. Ltd., 30 Thames Street, Hampton-on-Thames, Middlesex. 01-979 0171.
171 8LL=Bristol Laboratories Ltd, Stamford House, Station Road, Langley, Bucks. Slough 44511.
414 Elliman=Elliman & Co Ltd, St. Helens, Lancs. 0744-27461.
671 Jeyes=Jeyes UK Ltd., Brunel Way, Thetford, Norfolk. Thetford 4567.
800 TM=Thomas Marns & Co, Brookside Avenue, Rustington, Sussex. Rustington 3237
826 Medex=Medexport Ltd, Du Barry House, James Street, London, W.I. 01-935 3711.
905 Nutrikem=Nutrikem Ltd, Dalton, Thirsk, Yorkshire. Topcliffe 392.
935 Papier=Papier Poudre Ltd., 15 Oxford Circus Avenue, London, W.I. 01-437 2661.
983 Pifco=Pifco Ltd., Princess Street, Failsworth, Manchester M35 OH5. 061-681 8321.
1237 Tillott=Tillotts Laboratories, 44 Lupus Street, London, 5.W.I. 01-828 3641.
1311 Warth=Warth of Chatteris, Wych Elm House, Harlow, Essex. 027-96 22231.
1446 Parmoss=Parmoss Ltd, 20 Wallington Square, Wallington, Surrey. 01-669 3195
1487 Juvena=Juvena (Great Britain) Ltd., 1 Berkeley Square, London, W.I. 01-629 0368.
1506 Mennen=Mennen UK Ltd, Mennen House, Marlowe, Bucks. Marlowe 6565.
1515 EML=European Merchants Ltd, 6 Old Bond Street, London, WIX 3TA. 01-493 4654.
1561 MD=Michael Denham Ltd, North Lane, Aldershot, Hants. 0252-24373.

	Trade	Tax	Retail	
Badedas (338 Cussons)				A
continental bath gelee				
tube 1-bath	16 6	5 6½	2 6	
5-bath	66 1	22 3	10 0	
bottle 10-bath	132 2	44 6	20 0	
25-bath	297 4	100 1½	45 0	
75-bath	726 10	244 9	110 0	
Bellodgia (1071 Robins) existing entry				D
Bellodgia (1071 Robins)				
Cologne	60	0ea	7 9ea	30 0
	120	24	0ea	13 3ea
	240	38	0ea	20 11ea
spray	31	0ea	17 0ea	65 0
dusting powder	25	0ea	13 9ea	52 0
eau de toilette	60	21	0ea	11 7ea
	120	36	0ea	19 10ea
	240	55	0ea	30 3ea
spray	35	0ea	19 3ea	72 0
perfume	5	20	0ea	11 0ea
	7	36	0ea	19 10ea
	15	57	0ea	31 4ea
	30	86	0ea	47 4ea
	60	134	0ea	73 9ea
spray	40	0ea	22 0ea	84 0
Broxodent (713 KH)				
electric toothbrush	—	—	155 0	
Caron (1071 Robins)				
face powder small	14	0ea	7 9ea	29 0
large	19	0ea	10 6ea	40 0
compressed	14	0ea	7 9ea	29 0
refill	8	0ea	4 5ea	16 0
Cestra (1073 Robinson)				A
face masks standard	259 9	—	—	
(1 gross)				
Cologel (413 Lilly)				
450ml	7	3ea	2 8ea	13 6 A
Coty (301 Coty)				
sunshimmer make-up small	60	3	33 8	10 6 ●
Cussons (338 Cussons)				
Apple Blossom talc	28 8	14 6	4 11 A	
Blue Hyacinth talc	30 7	15 5	5 3 A	
Fascination talc	28 8	14 6	4 11 A	
Imperial Leather brilliantine solid	16 0	8 1	2 9	
soap toilet	11 2	3 9	1 6	
bath	18 1	6 1	2 5	
pine bath cubes	4 4	2 2	9 9	
Reflection talc	30 7	15 5	5 3	
Wild Lavender bath cubes	4 4	2 2	9 9	
Wild Ginger talc	—	—	—	D
Dettol (1037 Reckitt)				A
small	13 5	4 7	1 11	
medium	23 5	7 11½	3 4	
large	38 6	13 1	5 6	
Dormel (1426 UN)				A
feeders	—	—	2 9	
teats	—	—	1 11	
Elnett (525 Golden)				
Satin aerosol 450g	150 0	82 6	25 0 ●	
Farex (518 Glaxo)				
(distributors 448 Farleys)				
fingers 6oz	41 6	—	2 2 C	
(2 doz)				
Fenjal (1113 5 & 8)				A
Classic beauty soap	41 2	13 9	5 10	
creme bath	28 2	14 3	4 5	
	42cc	54 9	27 8	8 7
	98cc	113 1	57 2	17 9
decanter	231cc	229 5	115 11	36 0
	140cc	203 11	103 0	32 0
	370cc	37 2ea	18 9 1ea	70 0
Satin Touch talc	100g	55 9	28 2	8 9
Fresh creme bath	21cc	28 2	14 3	4 5
	42cc	54 9	27 8	8 7
	98cc	113 1	57 2	17 9
decanter	231cc	229 5	115 11	36 0
	140cc	203 11	103 0	32 0
Fleurs de Rochaille (1071 Robins) existing entry				D
Fleurs de Rochaille (1071 Robins)				
Cologne	60	14 0ea	7 9ea	30 0
	120	24 0ea	13 3ea	50 0
	240	38 0ea	20 11ea	80 0
spray	31	0ea	17 0ea	65 0
dusting powder	25	0ea	13 9ea	52 0
eau de toilette	60	21 0ea	11 7ea	45 0
	120	36 0ea	19 10ea	75 0
	240	55 0ea	30 3ea	115 0
spray	35	0ea	19 3ea	72 0
perfume	5	20 0ea	11 0ea	43 3
	7	36 0ea	19 10ea	75 0
	15	57 0ea	29 4ea	120 0

	Trade	Tax	Retail	
Agfatrone (16 AGL)				
binoculars 8×30	—	—	497 6	A
case	—	—	85 9	
10×40	—	—	665 0	
case	—	—	95 3	
films black & white				
Dia direct reversal				
35mm 36exp.	—	—	23 0	
papers Brovira &				
Record Rapid single weight				
3½×5	100	—	20 6	
3½×5½	25	—	7 2	
4½×6½	100	—	22 7	
4½×6½	25	—	11 3	
5×7	100	—	33 10	
6½×8½	10	—	40 0	
6½×8½	100	—	8 2	
8×10	100	—	58 5	
8×10	100	—	11 3	
10×12	100	—	83 0	
10×12	50	—	16 5</td	

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
spray	30	86 0ea	47 4ea	180 0							
Focus (1242 Toni)	60	134 0ea	73 9ea	280 0							
hair highlight	40	0ea	22 0ea	84 0							
Colorcade											
Folic Acid (413 Lilly)											
tablets 5mg	1000	19 3ea	—	28 11	A						
Forhans (1113 5 & B)											
toothpaste	27	8	9 3	3 11	A						
Gamgee (1073 Robinson)											
tissue B.P.C.	2oz	18 2	—	—							
4oz	32 6	—	—	—							
8oz	59 6	—	—	—							
16oz	112 0	—	—	—							
pink label	2oz	16 0	—	—							
4oz	28 3	—	—	—							
8oz	51 0	—	—	—							
16oz	94 0	—	—	—							
Geriden (369 DL)											
elixir	—	—	—	D							
Gillette (514 Gillette)											
blades blue	(5)	21 11	8 0½	2 0	A						
blue extra	(S)	(20 pkts)	(20 pkts)	2 9							
razors	30 1	11 0	—								
3-piece	32 10	12 0½	5 0								
Adjustable set	164 1	60 2	25 0								
Slim Twist set	85 5	31 4	13 6								
Gucki (16 AGL)											
35 mm viewer	—	—	13 9	A							
Histalog (413 Lilly)											
ampoules 50mg/ml	6	48 10ea	—	73 3	A						
Inco (1073 Robinson)											
garments											
24x28in	8 9ea	1 2ea	12 5								
28x32in	9 0ea	1 3ea	12 11								
32x36in	9 11ea	1 4ea	14 1								
36x40in	10 2ea	1 5ea	14 5								
40x44in	10 10ea	1 6ea	15 5								
roll	21 9	—	2 3								
cleansing tissues	100	10 4ea	—	12 10							
Innoxa (654 Innoxa)											
eye collection				D							
Dramatic				I							
eyebrow pencil	—	—	6 7								
refill	—	—	4 3								
eye liner	—	—	12 1								
mascara block	—	—	9 3								
nail hardener	—	—	16 0	C							
Shadow Satin	—	—	9 6	I							
Shadow Soft											
eye shadow	—	—	7 6								
with applicator	—	—	11 8								
applicator	—	—	4 8								
Iso-Rapid (16 AGL)											
outfit IC	—	—	126 2	A							
Kaylene (684 Kaylene) existing entry				D							
Kaylene (684 Kaylene)				I							
(distributors 1545 Vestric)											
150g	28 10	10 7	4 2								
Kaylene-OI (684 Kaylene) existing entry				D							
Kaylene-OI (684 Kaylene)				I							
(distributors 1545 Vestric)											
450ml	60 0	22 0	8 7								
with phenolphthalein											
450ml	60 0	22 0	8 7								
Kent (693 Kent)											
toothbrushes											
De Luxe	67 4	—	8 5								
Classic	46 0	—	5 9								
Wessler	60 8	—	7 7								
ex. hard	64 0	—	8 0								
Wessler machine made											
nylon	20 8	—	2 7								
Park Lane	30 0	—	3 9								
ex. hard	33 4	—	4 2								
Contour	33 4	—	4 2								
Pedigree	28 0	—	3 6								
ex. hard	33 4	—	4 2								
Smokers	35 4	—	4 5								
Scoutheart	28 0	—	3 6								
Super	56 0	—	7 0								
Harley Street	28 0	—	3 6								
ex. hard	33 4	—	4 2								
Shorthead nylon	15 4	—	1 11								
soft	17 4	—	2 2								
Longhead nylon	15 4	—	1 11								
Olympic nylon	23 4	—	2 11								
KB42 badger	54 0	—	6 9								
Junior	13 4	—	1 8								
Baby	11 4	—	1 5								
denture brush											
K45	24 0	—	3 0								
Lactate-Ringer's (413 Lilly)											
solution ampoules	dp25	240 0ea	—	360 0	A						
Lady Manhattan (893 Nicholas)											
Cologne spray				D							
cream perfume roll-on				D							
perfume presentation				D							
Limmits (1552 UL)											
biscuits	39 9	—	4 5	A							
crackers	45 0	—	5 0								
savoury biscuits	45 0	—	5 0								
soup	18 0	—	2 0								
Magsorbent (684 Kaylene) existing entry											
Magsorbent (684 Kaylene)											
powder	50g	19 7	7 2	2 10							
tablets	65	29 0	10 7	4 2							
Merthiolate (413 Lilly)											
tincture	450ml	5 4ea	—	8 0 A							
2·25l	18 10ea	—	—	28 3 D							
80oz	—	—	—	D							
Nella (1517 Nella)											
red oil	56ml	30 0	11 0	4 6							
Organidin (369 DL)											
(distributors 1545 Vestric)											
elixir	150ml	70 6	27 10	11 0							
2l	107 11ea	39 7ea	—	—							
solution	25ml	58 0	21 3	9 1							
old packs	—	—	—	D							
Ostermilk (518 Glaxo)											
Nos. 1 and 2	1lb	49 4	—	4 8							
Oxydente (1113 5 & B)											
denture cleanser	210g	28 3	9 6	4 0							
Paris Mist (654 Innoxa)											
skin perfume	50cc	—	—	18 4 C							
Pedosan (1514 Brocapharm)											
callous plasters	(4)	47 4	17 4	7 6							
corn plasters	(7)	47 4	17 4	7 6							
Pharmacia (1497 PGBL)											
Phadebas amylose test	tablets	50	66 0ea	—							
Pharmaton (1564 Pharmaton)											
hair tonic	—	—	34 9	●							
royal bath	—	—	30 9								
skin activator	—	—	45 1								
Philips (977 PE)											
electric blankets				A							
3-heat											
single	HL2216	93 2ea	33 4ea	157 6							
double	HL2226	113 10ea	40 9ea	192 6							
dual	HL2236	136 8ea	48 10ea	231 0							
family											
single	HL2215	64 9ea	23 2ea	109 6							
double	HL2225	81 4ea	29 1ea	137 6							
health lamps											
combined	HP3108	161 5ea	57 9ea	273 0							
Infraphil	KL7500	94 6ea	—	126 0							
Ultraphil	KL2866	121									

Another great breakthrough from Ayds—makers of the world-famous Reducing Plan! It's called Ayds TRIMWHEEL—and it's a muscle exerciser designed to put new life into slack muscles. It's an exercise wheel designed—and promoted—to keep the total figure in trim. But that's not all. Ayds TRIMWHEEL, like Ayds Reducing Plan, will be sold only through chemists!

Guaranteed to last a lifetime!

Ayds TRIMWHEEL is manufactured in super-tough nylon. *And it's guaranteed to last a lifetime of rolling!* It has its own highly detailed instruction booklet, endorsed by physiotherapists. Every way you look at TRIMWHEEL, it's a winner. *And the price? ONLY 59½d.*

BIG ADVERTISING CAMPAIGN

Special ads in the National press will tell your customers about Ayds TRIMWHEEL. These will appear in the 'Sunday Express,' 'Woman's Own' and 'Woman's Realm'; as well as the

specialised magazine 'Slimming and Family Nutrition'!

Ayds are mailing thousands of Reducing Plan users telling them that TRIMWHEEL is now at their local chemists. *And in addition* TRIMWHEEL will be featured throughout the launch period in every Ayds Reducing Plan Ad—and they appear in around 16 of Britain's top readership newspapers and magazines!

TRIMWHEEL'S ON TV TOO!

'Keep young and beautiful' is the theme of the 30- and 15-second TV spots for Ayds TRIMWHEEL which will be screened in the Thames TV area starting very soon.

PUT TRIMWHEEL ON SHOW IN YOUR SHOP!

Special display pieces will back up Ayds TRIMWHEEL advertising on your shop counter! The wheel itself appears in these displays, showing your customers exactly what it's like.

IT PAYS YOUR CUSTOMERS TO BUY NOW!

Many customers for TRIMWHEEL will already be Ayds Reducing Plan users. So we're helping them by placing *half a redeemable voucher worth 5/- for TRIMWHEEL*—in every Ayds packet! The other half of the coupon will be found in the TRIMWHEEL box—and your customers send the completed coupon to Ayds for a 5/- refund! You don't have to do anything except tell your customers about it.

IT PAYS YOU TO STOCK TRIMWHEEL NOW!

Ayds are offering very attractive selling-in rates during the initial TRIMWHEEL launch period. So stock up now.

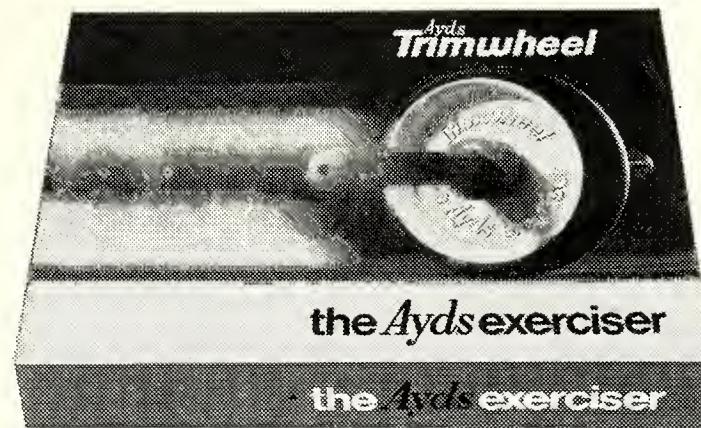
Start TRIMWHEEL sales rolling in your area!

Ayds.

AYDS DIVISION OF CUTICURA LABORATORIES LTD.
MAIDENHEAD · BERKS

Trimwheel

The Ayds exerciser



Just watch the profits roll in!

YOU CAN TELL
A RELIABLE
COMPANY BY
THE CUSTOMERS
IT KEEPS



Many of the nation's leading drug houses retain May & Baker as a chief supplier of pharmaceutical chemicals. Several of these firms were established customers before the turn of the century and have continued to utilise May & Baker bulk chemicals in their manufacturing processes up to the present day. They engage our services year after year because they can be sure of receiving high quality chemicals manufactured under the most stringent controls to meet exacting standards of purity, therapeutic activity and dependability.

MAY & BAKER Pharmaceutical Chemicals

May & Baker Ltd Dagenham Essex Tel. 01-592 3060 Exts. 317 and 318

COMMENT COMMENT COMMENT COMMENT COMMENT

The new Government's man

Only a small proportion of pharmacists is likely to regret the departure of Mr Richard Crossman from his Cabinet office. His "sitting on the fence" attitude in respect of the dispensing doctor problem was a great disappointment to pharmacists who hold that their views coincided with that which was so eminently the best for the patient.

Richard Crossman's failure to take a positive decision in that matter led to the deterioration of professional relationships between the pharmaceutical and medical professions, a situation that continued until recently when Mr A. Howells as president of the Pharmaceutical Society made strenuous efforts to find some way of reconciliation.

Sir Keith Joseph, the new Minister for the Social Services has had a wide personal experience of social work and charity. He is a firm believer in a competitive economy that penalises inefficiency. He is also a believer in the principle of selectivity.

The new Government under Mr Edward Heath is unlikely to make sweeping changes in the National Health Service — Mr Heath is on record as saying: "We have no plan to change the health service system", but there may be changes in emphasis within that organisation. In fact, the service might indeed get the extra capital it so badly needs if the Government follow up the idea they put forward — that the money saved in their policy of selective housing subsidies be transferred to the service.

Concerning the general organisation of the National Health Service the Conservatives do not quarrel with the principle in the Green Paper of improved co-ordination of services. There is also a large measure of agreement that this involves grouping more services under the same administrative body. There were, however, arguments about the detailed organisation of the service, especially at local level.

The new Government, of course, agrees with the exis-

tence of the Department of Health and Social Security — this was a feature of the Conservative manifesto in 1966.

Lord Balniel has expressed the party as being in favour of overall planning on a regional basis by a regional body covering all branches of the service. There should be firm local authority representation on it and equally firm professional representation.

The task of the local authority should be to assess needs and to allocate money. It should not be responsible for the day-to-day administration of hospitals or the health and welfare services. But it should be able to weigh up the needs of the hospital service in its area against the needs of the health and welfare services. The party believed that only when there was one authority could there be such comparative judgment.

It was also considered that the day-to-day running of the hospitals and the health and welfare services should be at a "genuinely" local level.

Prescription charges

With only a medium majority, effectively 29, it would seem unlikely that the Government would touch prescription charges, either to put them up or down. The only excuse for putting them up would be to keep them in line with inflation, but that would be against their declared prices policy.

In the second list of Ministers, issued by the Prime Minister, was the appointment of Lord Aberdare, Minister of State, Department of Health and Social Security. Lord Aberdare's appointment appears to be one from outside active politics.

If experience is any guide, the man in charge of health matters is more important to pharmacy than the party in Government. We will always remember the striking differences between Powell and Barber, between Robinson and Crossman. We look forward to "enlightened" administration from Sir Keith and his junior Ministers.

BOOKS

Lewis's Pharmacology. Revised by J. Crossland MA, PLD. E. & S. Livingstone, Teviot Place, Edinburgh. 8 $\frac{3}{4}$ x 5 $\frac{3}{4}$ in. Pp. xv + 1359. 100s.

The book is the successor to the late J. J. Lewis's "An introduction to pharmacology" which reached three editions in only four years. Dr Crossland has expanded the text considerably and has also taken the opportunity to change the emphasis away from an "introduction" to make the work a fully comprehensive textbook.

There has also been a shift away from the chemical approach to the subject in favour of the physiological and theoretical aspects of pharmacology, and the new author expresses his intention to continue the process in future editions. However,

much of this has been accomplished by condensation of material into tables so that the information is still available.

Although no longer considered an "introduction," this edition of "Lewis" will be of value to pharmacy students as a work of reference, and has the advantages of explanation of terms for those to whom pharmacology is a new subject, and brief descriptions of the clinical conditions mentioned.

Decimal Pricing for Low Cost Products and Services. David Dunbar, Frank Elsby (editors). Gower Press Ltd, 140 Great Portland Street, London WIN 5TA. 10 x 7 $\frac{1}{2}$ in. Pp. 183 + index. 90s

The biggest impact of decimalisation on prices will be on low-cost products and services which is an area where decimalisation brings the worst problems. Each day it is calculated that over 50 million items costing less than 2s are bought in the UK. This book spells out the prob-

lems and shows how leading companies plan to solve them.

A change from 19s 11d to 99 $\frac{1}{2}$ p is hardly noticeable: a change from 3d to 1p may convert the retailer's small profit to a heavy loss; a change from 9d to 4p means the customer is paying 7 per cent more, but these are all officially recommended conversions. Disagreement with the customer will mean valuable time lost.

Solving the problems means planning in advance. This special study sets out to show how to make plans successfully, and what the consumer can expect in 1971.

Books received

Photographic Retailing. André Page, AIIP, ARPS, FRSA. Hutchinson & Co (Publishers) Ltd, 178 Great Portland Street, London, W 1. Pp. 228. 45s.

Robert Whytt, the Soul, and Medicine. R. K. French. Wellcome Institute of the History of Medicine, 183 Euston Road, London NW1. 8 $\frac{1}{2}$ x 5 $\frac{1}{2}$ in. Pp 182. 45s.

ADVANCE PLANNING WILL EASE YOUR PAYROLL CONVERSION PROBLEMS

by E. C. Taylor, Twinlock Ltd

This is the last in a series of articles dealing with problems that may arise when switching to decimal currency.

Rather understandably, workers tend to be intolerant of mistakes in the calculation of their wages. Just as understandable are mistakes on the part of wage clerks if the calculations they are required to undertake for working out each worker's net wage become excessive. They have problems already and to these could be added conversion problems between two currencies that only have exact equivalents at one shilling, or 5p intervals.

Advance planning that reduces conversions and makes both wage clerks and employees conversant with the new system before the changeover will not only reduce the headaches of decimalisation, but make the rewards of an easier currency system available much sooner.

The most fundamental contribution you can make to easing the conversion problem is to agree rates with your staff that are exactly convertible. Certainly, any wages and salary reviews made between now and D-Day should be made in the light of exact decimal conversion.

The physical task of making up wages can be considerably reduced if fewer denominations of notes and coins are used. This can be achieved by the rounding-off of wage payments and, obviously, the changeover will be easier if the pre-decimalisation rounding off denominations are exactly convertible.

Obtaining the agreement of employees to a rounding off system will be more readily achieved if the system is properly explained to them and the rounding off is clearly shown on their pay slip.

Another way of reducing conversion problems is to make sure that the wages system you use is as modern and streamlined as possible. If you have more than 10 employees, you will find a one-writing system such as the Twinlock Payemaster extremely worthwhile. Such a system enables you to complete the three essential wage documents in one writing. The three forms involved are: Personal deduction sheet which replaces the P9 or P11; wages sheet which replaces the traditional wages book; and pay slip sheet which produces each employee's individual pay advice note and eliminates entries on the wage packet or the need for making additional entries on a separate slip.

Taking those steps will make a major contribution to a smooth changeover.

"On the day" conversion has the greatest number of advantages and these include:

- £p tax tables will be available.
- Graduated National Insurance contribution tables will be available in £p.
- National Insurance stamps will have a £p value.
- You can complete P45 forms in decimals. Employees will expect to be paid in decimal currency.
- It is likely that other records will have been converted to decimals, therefore there will be conversion involved in transferring totals to other records.

The only major objection to an "on the day" conversion is the work involved and the shortage of time available for the changeover. D-Day is on a Monday, payday for your employees is probably on a Friday or possibly a Thursday.

It is unrealistic to expect your wage clerks to work solely in £sd up to Friday and then plunge straight into a decimal system on their return to work on the following Monday. Prior preparation is obviously desirable, if not essential.

The expedients described here and in previous articles for reducing changeover problems should be implemented as soon as is reasonably possible.

Will such delay matter a great deal—after all, the planned conversion period is as long as eighteen months? It will. Delays in making the changeover will put you out of step with the banks and most of the rest of the commercial world. True, it is possible to undertake decimal book-keeping with the present £sd rulings, but there is a basic conflict between two and three column accountancy, and the sooner you are using the right stationery the easier you will find decimal book-keeping, the quicker you will get the rewards of the simpler currency system.

Advance familiarisation with the new system will make a real contribution.

A great deal of the changeover operation can be done in advance of the new system coming into operation. Calculations of basic, overtime and bonus rates in the new currency can be done in advance. If it has been possible to agree exact conversion rates in advance of the changeover, no problems will arise. Should this not be so and rates involving the existing penny are to be operative after D-Day, the conversion should be calculated on the rate of £0.00416 recurring and not by the use of tables.

Wages sheets for each employee showing his basic rate in decimals, his PAYE coding and his Graduated Pension and National Insurance contributions can be prepared in readiness for the changeover. The Inland Revenue and the Department of Health and Social Security announced in a statement on December 30, 1968, that PAYE will generally be expressed at 5p intervals and Pension and Insurance contributions will be to two places of decimals to avoid the use of the $\frac{1}{2}$ p.

At the changeover the following operations will be required:

- If you are using the official P9 or P11, conversion of these as instructed by the Inland Revenue.
- The following totals for each employee will have to be converted and the converted totals transferred on any new decimal personal deduction sheets: Total gross pay to date; total tax free pay to date and total taxable pay to date.
- It is important that the changeover is clearly indicated in your records (especially if you continue to use £sd stationery for a period after the changeover). Ideally the converted totals referred to above should be entered in red ink in a spare column but before you do this, make certain that you do, in fact, have a spare column—dependent on the day of the week that you pay your wages, you might have 53 pay days to accommodate. If you have no spare column, enter the converted totals in the top half of the next week's column in red, leaving the bottom half for the entry of that week's calculations in black.

The main advantage of changing over the payroll to decimals in advance of D-Day is that the changeover can be at a time of your choosing.

Most of the problems of working in two currencies can be largely overcome if you can implement some of the expedients mentioned at the beginning of this article. Your wages records will, of course, be kept in one currency only after your changeover and the actual mechanics of the changeover is essentially similar to that of a D-Day changeover.

Although an employee's wages would be calculated in decimals up until D-Day, he would be paid in £sd, and this would require a conversion calculation for each employee on the payroll. This drawback can, however, be completely overcome by rounding off so that net pay is equal to decimal coins already in circulation. For example, a net wage of £19.95 can be made up of one £10 note, one £5 note, four £1 notes and one 50p piece, four 10p pieces and one 5p piece.

The only major conversion problem that you cannot overcome is that until D-Day, P45 forms must be completed in £sd. This drawback is only significant if you have a very high turnover of staff.

At the end of each year various returns, such as the P9 or P11, P35 part A, and P45 have to be made. These can, however, be replaced by an Inland Revenue approved return that is part of a one-writing system with the advantage that the form filling is considerably reduced and copies of each return are automatically produced for the employee.

OPEN SHOP

by E. C. Tenner

Action, not evidence, wanted

Most attacks made on the members of our Central Contractors Committee are so personal or so overstated that I end up by joining the defence. However, there are times when I despair of them. They have recently taken up with the Ministry the question of excessive prescribing, eg, three month's supply on one EC10 form. The Ministry, in reply, stated that they did not regard three month's supply, of, say, an oral hypoglycaemic as unreasonable, having regard to the demand on the doctors' time.

The reports do not give details of the discussion, but I should hope that they drew attention to the effect on the payment to contractors, and that, as a rule, it is the receptionists' time, not the doctors', that is involved.

But my real grievance is their appeal to contractors to submit evidence of waste, eg, return of unwanted drugs during the next two months. All of which, I would have thought, is a waste of time. Evidence, if it is needed, was collected in the Drug Amnesty Schemes which have been run throughout the country. I cannot remember the details, but one in

Cheltenham and one in North Shields collected amazing amounts of unwanted drugs, and recently Edinburgh collected sixteen hundredweights.

The fact that collections of this kind are being initiated by Medical Officers of Health and by Branches of the Society provides all the evidence that is necessary. A little less "caution" and a little more "go" by the Contractors Committee would inspire more confidence in them among the members.

Victoriana

A report in *The Times* gave details of a lunch given by Miss Barbara Cartland to launch a new elixir, "Ecstasy of Living" or some such curious name. Perhaps it was "Sextasy of Living", because apparently some aphrodisiac properties were implied if not claimed. But the report, in *The Times*, of the film shown in support of this new elixir was hilarious. Explorers were apparently shown hacking their way through dense jungles in all the far flung places in the world to obtain the herbs used in this product which is to be sold through health food stores. (To anticipate Miss Cartland, let me express

my pleasure that it is not going to be sold through pharmacies.)

This is a modern updated version of the copy which Victorian patent medicines pedlars used, and which we thought had been stamped out when secret remedies were outlawed, and disclosure made obligatory. Some new action is obviously necessary now, to protect the gullible. Would Medicines Commission please note?

Self selection

In a recent debate in the House of Lords, Baroness Summerskill, supporting automatic labelling, is reported to have asked the following question: "In view of the fact that every family in the country has a packet, bottle, or some container holding pills and powders and medicines unconsumed, would the Minister agree that it would be in the interests of the economy of the NHS to expedite this policy?" (of automatic labelling.) Baroness Serota, then Minister of State, Health, and Social Security, agreed; apparently unable to see that Baroness Summerskill is inviting the public to treat themselves from a selection of medicines previously prescribed—apparently, in this case, being quite willing for doctors to give up their absolute right to diagnose, and transfer their responsibilities to a completely untrained public.

What Baroness Serota and her successor must learn is that doctors in the House are not always infallible on medical matters, as fallible as the rest of society on social matters, and, as a rule, mostly wrong on pharmaceutical matters. If she had used that simple rule of thumb she might have thought before answering Baroness Summerskill.

For a Minister of Health to agree that people should treat themselves from a selection of unused medicines, labelled or not, is a serious matter, but to argue that they should do so to save the Health Service money, is a public disgrace.

THE RESEALABLE PVC SACHET

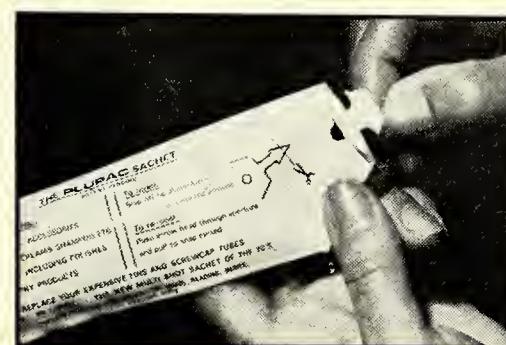
A simple but foolproof closure system for pvc sachets has been developed by Paynter Plastics Ltd, 29 Boulton Road, Reading, Berks. Known as Plupac, this patented device now means that a sachet (say, for shampoo) can be opened, the required amount of its contents released, and then sealed again securely and repeatedly until empty. Sachet applications have hitherto been severely limited by their "one-off nature" despite their attractive cheapness.

Plupac uses Bakelite PVC manufactured by Bakelite Xylonite Ltd. To open the sachet, the special arrow-head tip is snipped off at the dotted line. The contents are then released in the required amount.

To close the sachet, the arrow-head is pushed through the aperture, stopping the flow of liquid. The lug of the arrow-head are then pulled to snap close.

The manufacturers emphasise that the lugs of the arrow-head give a tight, unbreakable seal, even where heavy pressure is applied on the sachet. Its extreme simplicity and ease of manufacture make the sachet a very low cost item, with marked advantages over bottles and cans.

The sachet can be produced in any size or capacity. Paynters also offer the Plupac sachet with full-colour print; clear and coloured sachets can be produced.



COMING EVENTS

Tuesday June 30

Sunderland Branch, National Pharmaceutical Union, Rosedene Hotel, Alexandra Road, Sunderland, at 8 pm. Discussion session covering questions of withdrawal of bank holiday rota services, dissatisfaction with the present system of discounting, etc.

Wednesday July 1

South London & Surrey Pharmacists Golfing Society, Tandridge Golf Club, at 1.30 pm. Stableford competition for the Swindells Trophy and the Captain's Prize.

Thursday July 2

Northumberland & Gateshead Branch, National Pharmaceutical Union, Royal Turks Head Hotel, Grey Street, Newcastle 1, at 7.45 pm. Annual meeting.

Saturday July 4

Leicester & Leicestershire Branch, Pharmaceutical Society, Postgraduate Medical Centre, Leicester, at 8 pm. Champagne and strawberries party.

LETTERS

Short supply?

Recently I had an unpleasant scene with a patient who claimed that I had given short supply of a Fourth Schedule preparation. However, on checking, I found that of the three 30's I had in stock two contained only 19.

The manufacturers deny liability. It would be unusual if I was the only unlucky one. Any colleagues having a similar experience please notify the NPU.

Alan R. Stewart,
Burton on Trent

Price rises

I must protest strongly against another round of price increases by one of the cosmetic houses (Max Factor).

They increased the retail prices of their best-selling products in Creme Puff and Sheer Genius in February 1970, just four months ago when sales of these two items fell by 50 per cent. Are we now prepared to drop sales another 50 per cent, leaving me with sales one quarter of what they were in 1969! This position is ridiculous. Don't let Max Factor say they are putting this extra profit for them into advertising. This is fatuous.

Vincent Brady,
Whitehouse, N Ireland

Rpm questions

I believed before, during, and after, the case that rpm on medicaments was justified. Did you? And did you show that you did—by supporting the NPU fighting fund?

Do you still? and have you shown that you do—by supporting the NPU fighting fund. Have you?

Are you pleased with the judgment? And still the question is—have you? Are you pleased with yourself, if you have not?

For once pharmacy and the law travelled the same path, so dispel the thought that this is not your concern—just for long enough to support the NPU fund.

D. J. Blake,
Faversham, Kent

Drug misuse

May I add to the correspondence about smoking tincture of cannabis.

Mr J. A. Goulding (June 6, page 864) quotes "Drugs and the Police", where it says that this practice is legal. This, however, was published before the decision of the Recorder of Oxford on January 10, 1969.

The Judge ruled that if cannabis tincture is poured on to tobacco and allowed to dry the result is cannabis resin. Possession of this is illegal under the Dangerous Drugs Act, 1965. There have been no cases subsequently on this point, so this decision must remain a precedent of per-

spective authority and would be likely to be followed in a Magistrates Court. It is submitted, however, that this is bad law and that High Court would not uphold an appeal against this conviction.

Even so, anyone who does smoke tincture of cannabis legally prescribed to him is running a risk of a penalty of up to ten years imprisonment.

Desmond Banks
Release, London, W1

[Release is an organisation, established in 1967, to help young people charged with drug offences.]

Welsh Committee

May I refer to your comment on the delegate meeting of chemist contractor committees held at Porthcawl (last week, page 951). The reason why I, the only hospital pharmacist, attended was simply because I am a member of my local contractors committee and was nominated as a delegate. The invitations to this conference were sent out by the Central NHS Committee and obviously cannot at this stage be concerned with any business other than the extremely important and major issue of representing the chemist contractors and their employees.

It is for this reason that I objected to the title of the committee which should indicate its function more precisely and it was for this reason also that I proposed that only one hospital pharmacist was sufficient on the committee since his presence was more for liaison and information than any personal involvement with contractual matters.

I cannot believe that the committee in any way regards itself as representative of all pharmacists working in Wales. If such a representative committee were to be envisaged in the future, the method of election and representation would need to be much more wide and presumably hospital pharmacists would stake their claim in numbers together with other branches as indeed they do for the Council of the Pharmaceutical Society.

J. Fogg,
Rhyl

By appointment

Although I sympathise with Mr Phillips of Phillips Yeast (June 6, page 864), when he says that a sales force is costly to run and therefore representatives should "pounce," especially at lunch time, I think that Phillips do not realise that their salesmen are also entitled to a lunch break.

I find that they do not have one and, therefore, they work right through lunch: finish their work at 3pm and then, I suppose, go to eat or play golf etc—and still often report that they work until 5pm. If representatives were encouraged to have a lunch break they would be refreshed and work the full allotted time and be sharper in the afternoon.

Further, from my own experience, the representatives of Phillips that I have known have never made an appointment with me, as instructed by their company,

although I have given written indications about the times I am available to all their representatives.

Reps seem to think that, because they send a notification by post of their intended call in, say, the week commencing June 15, that this is enough! Their note informs me they will call Monday, Tuesday, Wednesday, Thursday, Friday or Saturday of any stated week and they hope that I will keep 40 hours of that week free for them and the same 40 hours for the other 10 or 20 representatives who send similar letters. When will they realise it is to their advantage to conform to an appointments system?

Middlesex pharmacist

Script tip?

I recently received the Drug Tariff for prescription payments and note the prices—2s 6d for dispensing a prescription!

I have just tipped my hairdresser 1s and the waiter 2s. I am sure 2s 6d would be the tip for the porter to carry my luggage over the bridge.

Is it not time we really got an economic payment in 1970—four years in college, plus years of experience, then a reward of half-a-crown (now extinct)!

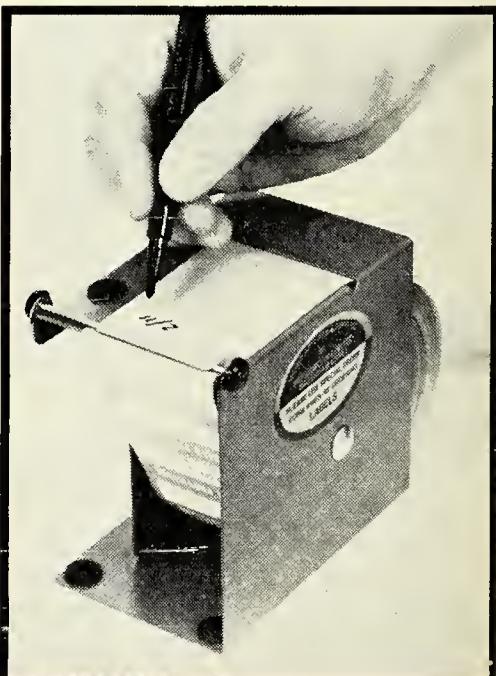
G. H. Wright,
York.

Equipment

Pre-printed label dispenser

A new type of pre-printed label dispenser is being marketed by Paperwork Ltd, Church Street, Dagenham, Essex. In the Ryton dispenser self adhesive labels are pulled from the container and are peeled ready for fixing to the article. There is a platform provided for writing prices if required.

Labels may be pre-printed with the name of the company or goods for sale. Price about £3, according to the number of labels ordered.



Zoflora

says more sales for you

and says it
with flowers
all summer

a big national advertising campaign
that gets right home to millions of
giene-conscious housewives.

is going to mean a continuous
emand for Zoflora—all
rough the top-selling
ummer season.



Zoflora

Concentrated floral
DISINFECTANT

Ten times more
powerful than carbolic
yet safe and
pleasant to use

BOUQUET



2 fl. ozs.
makes 4 pints of disinfectant.

POSTAGE
WILL BE
PAID BY
LICENSEE

No postage stamp necessary if posted
in Great Britain or Northern Ireland

BUSINESS REPLY CARD
LICENCE NO. 9473

THORNTON & ROSS, LTD.,
LINTHWAITE LABORATORIES,
HUDDERSFIELD, HD7 5RL

21

says it with flowers in the women's national magazines

Says it with flowers throughout a concentrated summer campaign, of attractive 'safety-with-freshness' advertisements appealing to MILLIONS of housewives and mothers.

Says it with flowers persuasively in all these leading national women's magazines: **Woman, Woman's Own, Woman's Realm, Woman's Weekly, My Weekly.**

Says it with flowers again and again from May to September to thousands of hygiene-conscious housewives in your area.

-and hands you a big bouquet with generous profits

on Zoflora concentrated disinfectant and Zoflora Air Freshener

There's sure to be a big increase in demand for Zoflora Floral Disinfectant and Zoflora Air Freshener —the quality products at popular prices.

**MAKE SURE YOU CAN MEET IT—
FILL IN AND RETURN THIS REPLY-PAID CARD**

ZOFLORA Concentrated Floral Disinfectant		
Bouquet .....	...tens 2/8	...doz 4/9
Lavender ...	...tens 2/8	...doz 4/9
Carnation ...	...tens 2/8	...doz 4/9
Jasmin.....	...tens 2/8	...doz 4/9
Lilac.....	...tens 2/8	...doz 4/9
Wallflower ...	...tens 2/8	...doz 4/9
Sweet Pea ...	...tens 2/8	...doz 4/9
Cologne .....	...tens 2/8	...doz 4/9
Rose .....	...tens 2/8	...doz 4/9
Pine .....	...tens 2/8	...doz 4/9
Zoflora Aerosol 3/11	...tens Bouquet ... tens Lavender ... tens Gardenia	

Please send to



PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Two viewpoints on unit pack dispensing

Is unit pack dispensing an out-of-date concept, or are such packs rational and convenient? Both points of view were put to members of the Pharmaceutical Society's Scottish Department at their annual meeting in Edinburgh on June 10. The viewpoint of industry on unit pack dispensing was given by Mr A. G. Shaw, secretary, Association of the British Pharmaceutical industry.

Having explained that he took the terms "unit pack dispensing" and "original pack dispensing" which was adopted when discussed by the industrial practice sub-committee of the Pharmaceutical Society's Council to mean the supply of a pharmaceutical product to the patient in the form in which it is packaged by the manufacturer, Mr Shaw recalled that the case for original pack dispensing had been argued by Mr A. Chamings at the British Pharmaceutical Conference 1957.

Mr Chamings' analysis of the situation seemed correct and, eventually, the policy he advocated would become more generally accepted in the United Kingdom.

When Mr Chamings wrote his paper, 50 per cent of National Health Service prescriptions were speciality products. As he forecast, the trend continued and the figure is now between 75 and 80 per cent.

The newer, more potent products were more complex in chemical composition than the remedies they replaced and critical control is required during manufacture. That, and the fact that formulation played an important part in ensuring the effectiveness of modern therapeutic agents meant that the use of manufacturers' packs has already become accepted practice. No pharmacist considered it unusual to supply a pressurised aerosol in the manufacturer's pack, a tube of ointment, sterile eye drops and so on.

The same situation did not yet exist in the field of tablets and capsules but even there the manufacturer's pack was becoming established because it is the rational and most convenient form of presentation for the patient.

In Europe original pack dispensing had been the accepted procedure for many years and Continental practice had been taken into account in one of the directives issued by the European Economic Commission on the manufacture of pharmaceutical speciality products. If the United Kingdom application for membership of the European Economic Community is successful, account will have to be taken of the existing directives in operation in Common Market countries.

In hospital pharmacy, if the trend towards pre-packaging proved general it would be sensible to try and standardise packs and, subsequently, to mechanise the packing operation, with a logical extension to packaging in the longest possible runs.

That would require expertise and



Mr A. G. Shaw

machinery that could probably best be supplied by the industry.

Within the last year, ABPI had been looking at proposals put forward by the Ministry of Health Hospital Pharmacists Consultative Committee in relation to standard packs for hospitals. The potential practical problems should not be minimised. For example, pack sizes required by hospitals may be quite different from those now produced by the industry which must be related to the requirements of general practice. However, it indicated another trend that may lead to the use of packs supplied by the manufacturer.

Mr Shaw referred to a report by a working party of two representatives from industry and two from the Society's Industrial Practice Sub-committee which had defined the purpose of packaging for pharmaceutical products, as being to ensure the protection of a medicine against chemical, physical and biological hazards and to provide a reasonable degree of protection against mechanical hazards. It must also not react with the ingredients of the medicine.

Whether or not a product that was not supplied in the manufacturer's original pack would accord with those requirements depended on several factors. Deterioration or contamination might occur during transference from a bulk container to a smaller pack. Sterility was assuming increasing importance in relation to topical preparations.

There seemed little point in the pharmaceutical manufacturer going to considerable lengths to achieve that end if

the product is then handled in conditions, or by methods that largely vitiate the care taken.

Special instructions or warnings to the patient could more easily be printed and form part of a package than for a pharmacist to try and compress the information onto a label of limited size.

The acceptance of original pack dispensing would result in a number of practical problems in connection with dispensing practice. For example, a pack containing a specific quantity might not represent the quantity prescribed. However, examination of the nature of the product, its use, and the quantities most frequently prescribed could remove some of the difficulties.

Antibiotics for instance already have a well-accepted dosage regimen. Antibiotic suspensions should be fairly easily translated into an equivalent quantity of tablets or capsules for the same type of product, he said.

The working party's report suggested that packs might be standardised, for example, at 10's, 30's and 100 which would give a reasonable degree of flexibility to the prescriber and to the pharmacist and once the principle of original pack dispensing had been accepted, the length of the course and the pack size could be taken into account by a manufacturer when introducing a new product.

The successful introduction of such a scheme would require co-operation by both the medical and pharmaceutical professions. The smoothness of the change to the metric system, however, suggested that a procedure for prescribing original packs would present little difficulty.

For the pill, yes: For iron, no

Speaking against unit packs, Mr J. P. Kerr, a member of Council, said that the one great boost for this type of pack was the appearance of the "Pill." Failure to take one "Pill" could have results of disastrous magnitude to overwrought women and manufacturers wanted their claims of 99.9 per cent effectiveness to be realised. Thus, the neat, but relatively expensive, unit packs were devised, and were universally acceptable in this field.

No one could object to a "calendar" or unit packing where it was vital to the patient's welfare that not one dose should be missed.

However, the next field to be exploited for unit pack presentation was that of the iron tablet. Market saturation had almost been reached, and little evidence could be adduced to support one in favour of another of the available preparations. If it were to be followed into other fields the doctor would be asked to choose among a multiplicity of equally effective, or, in some cases, ineffective, drugs, in glossy, bubble or calendar unit packaging.

The basic problem: tailored dosage

Continued from p991

It would be a pity if the attention of pharmacy was diverted from the real problem of tomorrow. That was not unit dosage, but individually tailored dosage. Goodman and Gillman had written, "the problem of drug toxicity has increased, and is now considered *the most critical aspect* of modern therapeutics" and, "Stated therapeutic dose of a drug must be viewed only as the dosage for an average patient, as that from which to estimate the dose for an individual patient."

The tragedy of the thinking of unit pack presentation is that we have not learned from our immediate past, said Mr Kerr. With new understanding of factors affecting individual variation and with a whole new concept of drug utilisation opening up, responsible pharmacists should be seeking methods of ensuring that at all times dosage should be tailored for the individual.

Fundamentally the case against unit packs is that their concept in presentation of potent and possibly toxic drugs is out of date, he argued. Anyone who thought the idea of individual dosage fanciful should think of insulin, which no-one would prescribe without an assessment of the individual's needs. If over-dosage of other drugs could be as easily demonstrated as those of insulin everyone would accept the need for individual assessment. Because, except in a few cases, it was not, possibly undesirable effects were tolerated.

It was ridiculous that a patient could have either 100mg or 250mg of a drug because those were the sizes tableted. Other methods of drug presentation would have to be devised, with the manufacturers perhaps supplying the processed material to the pharmacist who would then require small scale machinery to enable him to tablet or encapsulate the required exact dosage. There would seem to be no other way apart from liquid presentation to achieve the variation required and the operation was certainly not beyond the pharmacist's technological ability.

As a first step industry, together with the government if necessary, should establish an experimental laboratory to assess exactly the needs of patients in relation to drugs. Pharmaceutical engineers should be able to produce automated processes for monitoring blood and body fluid levels to assess individual utilisation of drugs, and thereby establish individual dosage. If that could be done, regional laboratories would have to be set up. One effect would be to draw attention to the fact that prescribing of modern potent drugs has its dangers.



Mr J. P. Kerr

Pharmacist's final responsibility ignored

The pharmacists's responsibility for checking on what he issues, Mr Kerr's attack on the inflexibility of current unit dose packaging and the most suitable form of packaging all figured in the discussion on the two papers.

Mr D. C. Mair, Kilmarnock, thought that the one aspect of the subject Mr Shaw had missed was the final responsibility of the pharmacist for handing the medicine to the patient. Mr Shaw had assumed infallibility in labelling for the industry but the pharmacist needed some means of checking that the original pack contained what it was said to contain.

Mr Shaw replied that pharmacists accepted that the contents of vials of insulin were in accordance with the labels and there was no question of assaying material coming from the manufacturer.

Mr S. W. Herd, Biggar, feared that original pack dispensing could lead to the distribution of such packs without any pharmaceutical control.

Mr Kerr's suggestion that current forms of unit dosage were inflexible had been noted by Dr J. Chilton, Glasgow, who was intrigued by the do-it-yourself capsule equipment. He was, however, not sure of its practicality. If, say, four strengths (not all multiples of each other) of a tablet were available, the prescriber would have a suitable dose range to work from. It was unlikely that a general practitioner

could work out individual dosage schemes with any great accuracy.

Mr Kerr replied that the revolution in packaging would allow a revolution in dosage presentation. The doses for many potent drugs were now expressed as milligrams per kilo body weight and it was the responsibility of the prescriber at least to weigh the patient and express the dose in such terms. Patients might do equally well on a dose considerably smaller than the one they were taking — a consideration that directly affected the pharmacist in checking dosage.

Mr Kerr had been speaking of potent drugs, but many drugs were not potent or toxic said Mr W. C. D. Bain, Aberdeen. Much labour was expended on breaking bulk stock and anything that could be done by industry to cut the work-load in the pharmacy would be welcome, so long as the pharmacist still had the final responsibility of handing over the medicine to the patient.

Mr J. Myers, Edinburgh, agreed with Mr Kerr on dosage. If it was assumed that the manufacturer knew more about his product than did pharmacists the question was — how should the preparation be packed? Should it be in paper bags, strips of metal foil or bubble packs?

Mr Kerr thought that a clinic could be established where the doctor could have routine tests done to help him estimate the appropriate dosage and this could then be dispensed by the pharmacist provided there was flexibility in unit dose. Pharmacists might accept the easy way but he wanted to be sure that the manufacturers were aware of the dangers.

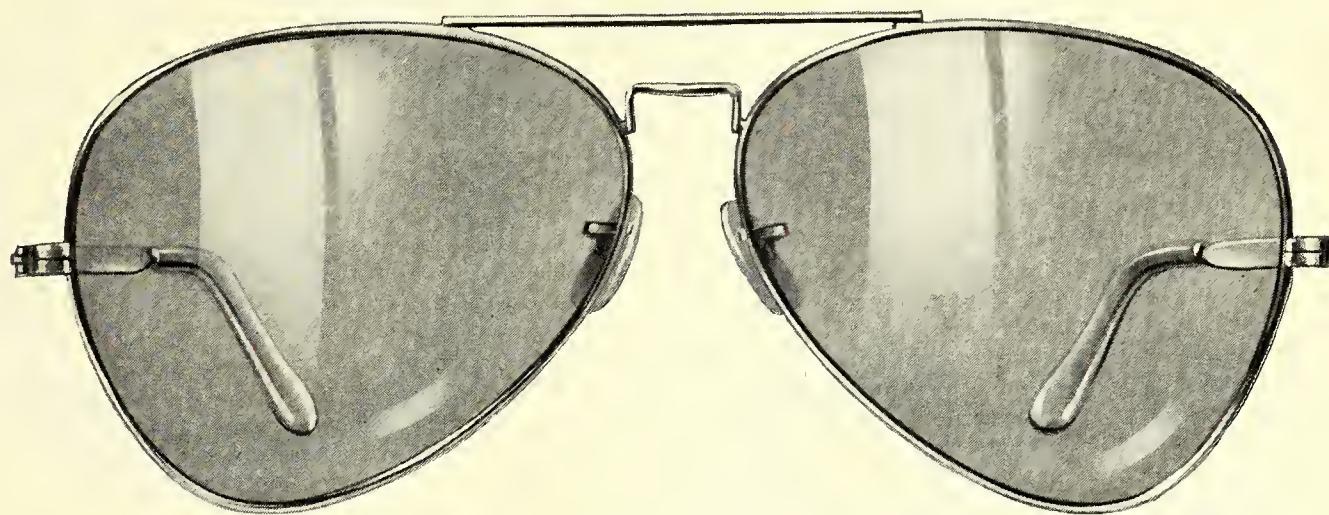
Mr Shaw welcomed the comments on general packaging, but, he asked, what would be the best presentation. The responsibility was on the pharmacist. Did they want bubble packs? Mr Calder said that this might well be the answer. Dr Chilton was right in that a variety of strengths would provide doses suitable for each individual patient.

Mr Kerr pointed out that bubble packs still involved standard doses. Did pharmacists want unit packs in several strengths and if so was it economically possible for the manufacturer to provide so many strengths. Mr Shaw agreed there would be many problems economically, but was not satisfied that there were many chemical entities requiring this very fine gradation of dosage. It was unlikely that under other than industrial conditions the required uniformity of size and weight could be obtained.

Mr M. Taylor, Lairg, pointed out that for five years in Norway, every raw drug had been tested by the pharmacist and preparations of any strength could be prepared on the premises.

Dr Chilton did not see how any pharmacist could afford the necessary equipment to carry out official tests on all medicaments. It would seem easier to get flexible dosage than is now available if strengths of, say, 25 mg, 60 mg and 150 mg were available. The problem then would be that the patient would not take the proper number of tablets said Mr Shaw. It was so much simpler for the patient to take one tablet at a time.

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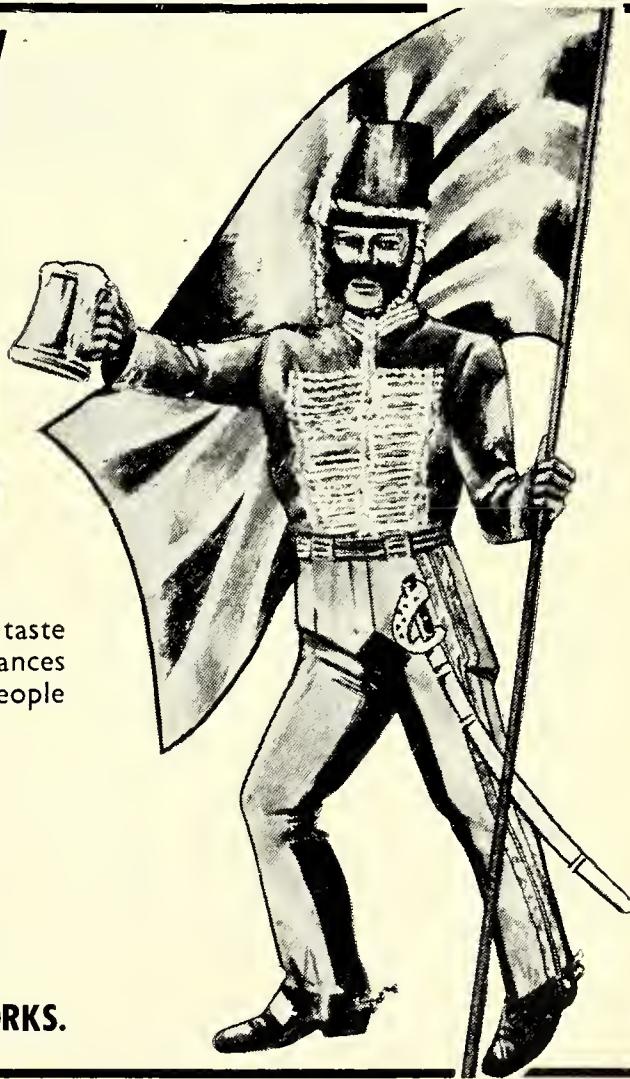
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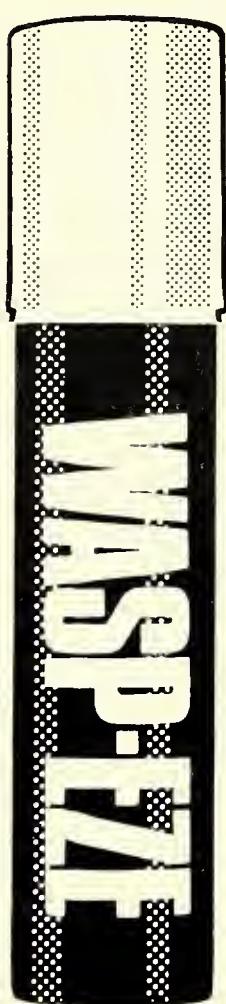
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MARKET NEWS

Pepper rises on shortage reports

London June 23: Reports of shortage from the Far East combined with United States interest caused a rise of 7½d per lb for spot supplies of black Sarawak pepper during the week. The white form rose sixpence to 4s 6d per lb.

Interest during the week centred on such new crop items as senega and white squill. The former declined threepence per lb on the spot to 26s 6d per lb and white squill dropped to 24s per cwt.

Conditions elsewhere were generally quiet. In essential oils spot lemongrass dropped 2s 6d per kg, Brazilian peppermint dropped threepence to 17s per lb and supplies for shipment to 16s 9d. Citronella was also down but eucalyptus for June-July shipment rose sixpence per kg to 11s 6d.

Shipments of Tinnevelly senna from Tuticorin during May in tons were as follows:—Leaves, to United Kingdom, 1; United States nil; Europe 42. Pods, to United Kingdom 2, United States, nil, Europe 15.

Pharmaceutical chemicals

Adrenalin: (Per g). Synthetic 1-kg lots, 1s 2d; 500 g 1s 4d acid tartrate, 1kg 10½d; 500 g 1s.

Aloin: 50-kg 118s kg.

Aminacrine hydrochloride: £25 kg.

Ascorbic acid: (Per kg) 1-kg 31s; 50-kg 25s. Coated plus 1s 6d; **Sodium ascorbate** plus 4s 6d.

Atropine: (500-g lots per kg) alkaloid and methonitrite 1,304s; methylbromide 1,284s; sulphate 1,058s.

Amphetamine: Base £8 per kg in 5-kg lots; sulphate £6; **Dexamphetamine** £13 10s per kg for 10 kg.

Benzocaine: 50-kg lots 27s 4d kg.

Brucine: (Per oz) sulphate 10s; alkaloid 12s 6d for 100-oz.

Caffeine: (50-kg) Hydrate BP 33s. kg.

β-Carotene: Suspension 20 per cent 334s 6d kg.

Cyanocabalamin: Up to 200-g lots 42s per g.

Cinchocaine hydrochloride: £42 10s kg.

Digoxin: 10-g lots are 41s per g.

Ephedrine: (25-kg per kg) Alkaloid 229s 3d; hydrochloride 178s; sulphate 183s 9d.

Emetine hydrochloride: £450 kg.—bismuth iodide £212 10s.

Ergometrine maleate: (Per g) 5g 144s; 10g 138s.

Folic acid: £36 kg delivered.

Ferrous phosphate: In kegs 7s 11d kg.

Glucose: (Per ton) monohydrate; powder £79; anhydrous £150 10s; liquid 43; Baume, £62 (5-drum lots).

Homatropine: (500-g) Alkaloid 1,182s kg, hydrobromide 935s; hydrochloride 1,106s; methyl bromide 973s; sulphate 1,145s.

Hydroxocobalamin: 105s per g.

Hyoscine hydrobromide: £314 5s kg.

Hyoscyamine sulphate: 1 kg £55 10s.

Iodides: (Per kg) Potassium 28s 7d for 250-kg. lots.

Iodine: Crude 24s 2d kg; 50-kg resublimed 40s kg.

Iodoform: (per kg) powder 50 kg 67s 5d; crystals. 6s 6d more.

Isoprenaline sulphate: 5-kg 273s kg.

Kaolin: Light, 500-kg 1s 3d kg; 1,000-kg 1s 2d kg.

Menaphthone: 100-kg lots £6 kg; **Aceto menaphthone:** 112s 6d; **menaphthone sodium bisulphite** (vitamin K) 72s 6d.

Methyl salicylate: 250-kg 8s 5½d. kg.

Nicotinamide: (Per kg) 1-kg 34s 6d; 50-kg 29s kg.

Nicotinic acid: 1-kg 30s; 50-kg 24s 5d kg.

D-Panthenol: 180s kg; 5-kg 170s kg.

Paracetamol: 1,000-kg lots 22s 4d kg; 10,000 kg 21s 4d kg.

Phenacetin: 1,000 kg 14s 8d kg.

Phenazone: 1-cwt lots 9s 6d per lb.

Phenolphthalein: 250-kg lots 18s 9d kg.

Physostigmine: (100-g lots per kg); salicylate £686 13s 6d; sulphate £878 14s 6d.

Pilocarpine: 1-kg lots hydrochloride £78 19s; nitrate £77 17s.

Piperazine: Under 50 kg; adipate 19s 3d kg; citrate 18s 6d; hexahydrate 13s 3d; phosphate 20s 6d; tartrate 19s 6d.

Pyridoxine: (Per kg) 170s; 5-kg tin 167s kg. 25kg drum 165s.

Quinidine: sulphate 21s 8d per oz for 1,000-oz lots. Alkaloid 17s oz (500-oz).

Quinine: In 25-kg lots (per kg) sulphate 402s 7d; hydrochloride 496s 9d; bisulphate 405s 8d; dihydrochloride and alkaloid 540s 11d; hydrobromide (14 kg lots) 549s 8d.

Riboflavin: (kg) 5-kg lots 168s; 25-kg 166s.

Saccharin: BP powder 1 lb and over 15s 6d per lb. sodium salt BP 14s.

Sodium pantothenate: 125s kg; 5-kg 122s kg.

Strychnine: (100-oz) alkaloid 7s oz; sulphate and hydrochloride 6s.

Sulphur: (ton) precipitated £130; roll £40; sublimed £85.

Theobromine: Alkaloid 150s kg delivered in UK powder 24s 3d.

Vitamin E: (Kg) 10-100-kg lots 224s; 25 per cent dry powder 92s.

Theophylline: (50-kg) BP 39s 3d per kg; hydrate 39s 3d and aminophylline 28s 3d per kg.

Thiamine: Hydrochloride and mononitrate 147s kg; 5-kg 145s kg; 25-kg 143s.

Vitamin A: Oily 1m international units per gm, 1-9-kg 163s kg; 10-50-kg 158s kg.

Vitamin D: Powder for tabletting, 850,000 i.u. per g. 155s per kg. Crystalline see under calciferol.

Zinc carbonate: BPC 25-kg sacks 5s 2d kg.

Zinc chloride: BPC 1959 sticks 23s 4d per kg. granular £125 metric ton.

Zinc peroxide: 1-cwt lots of BP 1953, 5s 3d per lb.

Zinc sulphate: monohydrate £58 per 1,000 kg; heptahydrate £35.

Crude drugs*

Aloes: (cwt) Cape primes 290s; 270s cif. Curacao 725s spot nominal, 700s cif for August-September shipment.

Agar: Kobe No. 1, 18s 6d, cif; European 16s lb.

Buchu (round): 36s spot, 34s 6d, cif.

Cinnamon: Seychelles bark 265s cwt; 260s cif Ceylon quills (cif) four O's 8s lb, two O's 6s 6d; seconds 5s 1d, quillings 4s.

Cochineal: (Per lb) Tenerife silver grey 48s spot, black 66s nominal. Peruvian silver grey 45s nominal.

Gentian: Root 390s per cwt spot; 375s cif.

Gums: (Per cwt) **Acacia:** Kordofan cleaned sorts 290s spot; 275s cif. **Karaya:** No 2 faq 460s spot; 440s cif. **Tragacanth:** No. 1 spot £300 No. 2 £275.

Jalap: Mexican 15% 8s lb, cif.

Menthol: (lb) Chinese 60s spot; 59s, cif; Brazilian 36s, spot, 35s 6d cif, for June-July shipment.

Pepper: Sarawak white 4s 6d spot; black 4s 5d cif, spot 3s 9d, 3s 7d cif.

Quillaia: Spot 350s cwt; 320s cif.

Seeds: (Per cwt) **Anise:** Star, 170s, Spanish green 245s spot. **Caraway:** Dutch 172s 6d spot. **Celery:** Spot 1250s Indian, new crop July-August 420s, cif.

Coriander: Moroccan 87s 6d spot, new crop for June-July shipment 81s, cif. Rumanian 82s 6d cif. **Cumin:** Syrian for June-July shipment 230s cent. Chinese for July shipment 1953 (per metric ton).

Dill: Chinese 130s duty paid shipment, no offers.

Fennel: Chinese 95s per kg (50 kg lots).

Fenugreek: Moroccan 70s spot 60s cif. **Mustard:** English 37s 6d-90s as to quality.

Senega: Canadian 26s 6d; shipment 25s 6d, cif. lb, for July-August shipment, Japanese 20s in bond; 18s, cif.

Squill: White. New crop for August-September shipment 260s cif.

Styrax: 24s 6d spot; 24s cif nominal.

Waxes: (Per cwt) **Bees:** Dar-es-Salaam, spot nominal; 725-730s cif nominal. **Candelilla:** 560s spot; 540s cif. **Carnauba:** fatty grey 350s spot; 320s cif; prime yellow 550s spot; 520s cif.

Essential and expressed oils*

Bergamot: New crop top grade 88s lb.

Citronella: Ceylon 6s 10½d per lb spot; 6s 7d cif.

Chinese 9s 1½d spot, 9s 1d, cif.

Eucalyptus: Chinese 80-85 per cent 12s kg in bond; 11s 6d cif for June-July shipment.

Lemongrass: 60s per kg spot; 51s 6d cif.

Peppermint: (Per lb) **Arvensis:** Chinese spot 18s; 17s 5d cif. Brazilian spot 17s; 16s 9d cif.

American piperita: 35s 6d to 40s cif.

Rosemary: Spanish 13s 6d; Tunisian 11s 6d lb. spot.

*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

TRADE MARKS

Applications advertised before registration
'Trade Marks Journal' June 10 No. 4789

Polylady, 925,251, by Thera-Chemie Chemisch-Therapeutische GmbH, Düsseldorf, Germany. For preparations for the hair (3)

Monicasimone, B934,828, by Monica Simone Cosmetics Inc, Brooklyn, New York, USA. For cosmetics (3)

Hilone Perfectly Fair, 937,261, by Beecham Group Ltd, Brentford, Middlesex. For dyes for lightening the colour of the hair, and bleaches for the hair (3)

Just Dew, 946,054, by Boots Pure Drug Co Ltd, Nottingham. For non-medicated toilet preparations, perfumes, soaps, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, preparations for the hair, shampoos and essential oils (3)

Gain Fashion, 948,407, by Clynel Ltd, High Wycombe, Bucks. For preparations for the hair (none being soaps) (3)

Myebromol, 925,316, by Medimpex Gyogyszerkúlkereskedelmi Vallalat, Budapest, Hungary. For pharmaceutical preparations and substances, all consisting of or containing bromine or compounds of bromine (5)

Sea Breezes, 933,039, by W. B. Cartwright Ltd, Nottingham. For air freshening preparations (5)

The Crystal Glazes, 937,464, by Studio Cosmetics Ltd, Havant, Hants. For deodorants (5)

Betacard, 939,049, by Beecham Group Ltd, Brentford, Middlesex. For pharmaceutical and sanitary preparations and substances (5)

Amilpan, 943,050, **Lypan,** 943,053, by Weddel Pharmaceuticals Ltd, London EC 1. For pharmaceutical preparations for human use in the treatment of digestive disorders (5)

Wedzyme, 943,054, by Weddel Pharmaceuticals Ltd, London EC 1. For pharmaceutical preparations derived from, or containing, enzymes, for human use in the treatment of digestive disorders (5)

Vaseline, 943,851, by Chesebrough-Pond's Inc, New York, USA. For pharmaceutical and veterinary preparations and substances; deodorants, air freshening preparations; sanitary substances; and for medical and surgical plasters, material prepared for bandaging; insecticides, disinfectants and antiseptics, all being goods for export from the United Kingdom other than for export to the Republic of Ireland and the Channel Islands (5)

Agma, 947,114, by Imperial Chemical Industries Ltd, London SW 1. For pharmaceutical preparations for human and veterinary use; medicated additives for animal foodstuffs (5)

Fore (device), B947,582, by Bellair Cosmetics Ltd, Winsford, Ches. For deodorants (5)

Nokemyl, 949,168, by Janssen Pharmaceutica NV, Beerse, Belgium. For pharmaceutical preparations (5)

Consonar, 949,895, by CIBA Ltd, Basle, Switzerland. For pharmaceutical preparations and substances for human and veterinary use (5)

'Trade Marks Journal' June 17 No. 4790

Candle Mist, Candlemist, 915,293-94, by Beauty Counsellors of London Ltd, Newhaven, Sussex. For face powder and foundation preparations, all being cosmetic or non-medicated toilet preparations (3)

Allmine, 933,889, by Schieffelin & Co, New York, USA. For perfumes, cosmetics, soap and non-medicated toilet preparations (3)

Alberto for Brunettes Only, B934,048, by Alberto Culver Co, Melrose Park, Illinois, USA. For preparations for brown hair (3)

Savenvborg, 936,694, by Chateau d'Or Ltd, London N 8. For cosmetics, non-medicated toilet preparations, perfumes, essential oils, soaps, preparations for the hair, dentifrices, depilatory preparations and toilet articles (3)

Molitg (device), 943,488, by Biotherm-Molitg-les Bains, Paris, France. For perfumes and perfumed non-medicated toilet preparations; soaps, essential oils, hair lotions and cosmetics; and dentifrices (3)

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WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W 11. Tel. Park 3137-8. C 140

STOCK OF ANY DESCRIPTION purchased for cash. Immediate cash available and prompt decisions given. Wholesale, manufacturing and retail. Write or telephone Astclev Purchasing Co. Ltd., 34 Pound Lane, Marlow, Bucks. Tel.: 062 84 4603.

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HIGHEST CASH PRICES offered for surplus current or discontinued photographic stocks, cameras, outdated films, etc. Send complete or small consignment. Call, write or telephone Reginald Loftus, Portswood Junction, Southampton. Tel.: 54757.

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SHOEFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in April, May and June, willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

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MIDDLESEX RETIREMENT. Established family business, normal hours, lunch time closing. Lease. NHS £8/900 per month. Double fronted premises, storage, living accommodation over (2 beds., etc.) Turnover estimated £12,000. Price asked £403 for f. & f. + s.a.v. (London Office).

MIDDLESEX. Family estate pharmacy, turnover 1970 £15,727 (incl. NHS £5,668), double fronted premises, storage. Lease. Hours 9 to 6, no rota duties. Vendor wishes to concentrate on other business interests. Offers invited for goodwill, with stock and fixtures at valuation (about £3,150). Early sale desired. The business would also be sold as a Drug Store if required. (London Office).

DERBYSHIRE DRUG STORE. Excellent opportunity for conversion to pharmacy (near doctors). Present turnover approaching £10,000 per annum. Easily run, spacious premises, good agencies. Freehold £6,000. (Mortgage if required). Goodwill £1,000, f. & f. £500, s.a.v. estimated £3,500 but could be reduced. Any trial given. (Walsall Office).

BRIGHTON DRUG STORE. Well established business in town centre, heavy seasonal passing trade. Present turnover about £19,500. Double fronted lock/up premises. Lease. Good agencies. Price £2,000, + s.a.v. (London Office).

FOR SALE

Old established manufacturing and wholesale chemists with retail branch. Small but effective manufacturing plant for mixing, filling, capping and labelling. Main product being proprietary medicine. Semi national distribution to multiples, Co-ops and wholesalers. Former brand leader. Sales declined due to lack of advertising and representation. Contract packaging for export also in hand. Large volume. Order acceptances limited by production capabilities. Wholesale division small but enormous potential due to ideal property location. Retail run as drug store, but scope for pharmacy in growing area. Large modern detached freehold property with some land for alterations or additions. Approved for light industrial manufacturing, wholesale and retail use. Luxury flat over but would convert to offices. Two garages. Price for property, goodwill, all manufacturing machinery, equipment, utensils, delivery van, fixtures, fittings etc., £19,500 S.A.V., Box Number 1659.

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Due to continuing expansion there is a vacancy for a pharmacist manager at:

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In addition there will be further opportunities arising in the **BRISTOL AREA**.

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SURREY. Unopposed high class business situated close to doctors surgeries. Increasing turnover this year about £26,000. Net profit to Managing Proprietor at least £3,500. Excellent agencies. Very attractive living accommodation. New lease at £250 p.a. Retirement. Price required £6,500 s.a.v. Sole Agents.

EAST LONDON. Middle and working class business in good position close to new blocks of flats. Doctors in close vicinity. Turnover this year approximately £40,000. Scope. Heavy N.H.S. dispensing. New lease at £850 p.a. Ill health reason for sale. Price required £8,750 or near offer. S.A.V. Sole Agents.

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We have surplus capacity to dry-fill hard two piece gelatin capsules. For details write Box No. 1604.

Lady or Gentleman Pharmacist required for new pharmacy in Bayswater area. Newly qualified preferred. Salary negotiable but not less than £2,000 p.a. and partnership offered.

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EXPERIENCED MANAGERS or MANAGERESSES

required for drug stores in SE London. Must have pharmacy experience and be able to run efficiently newly fitted out stores.

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CLASSIFIED**TEL: 01-240 0855****SITUATIONS VACANT****CUPAL Ltd.**FOUNDED
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Within two years it is expected that the Deputy will take over full responsibility for the operation of the manufacturing department. Salary will be a minimum £2,000 p.a. subject to negotiation and reviewed annually.

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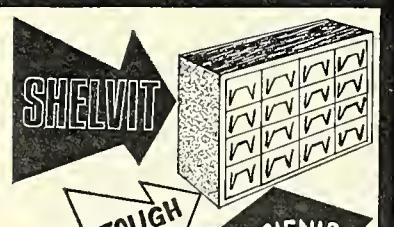
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 96 Chester Road North,
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 Warwickshire.
 Tel: 021-356 4645

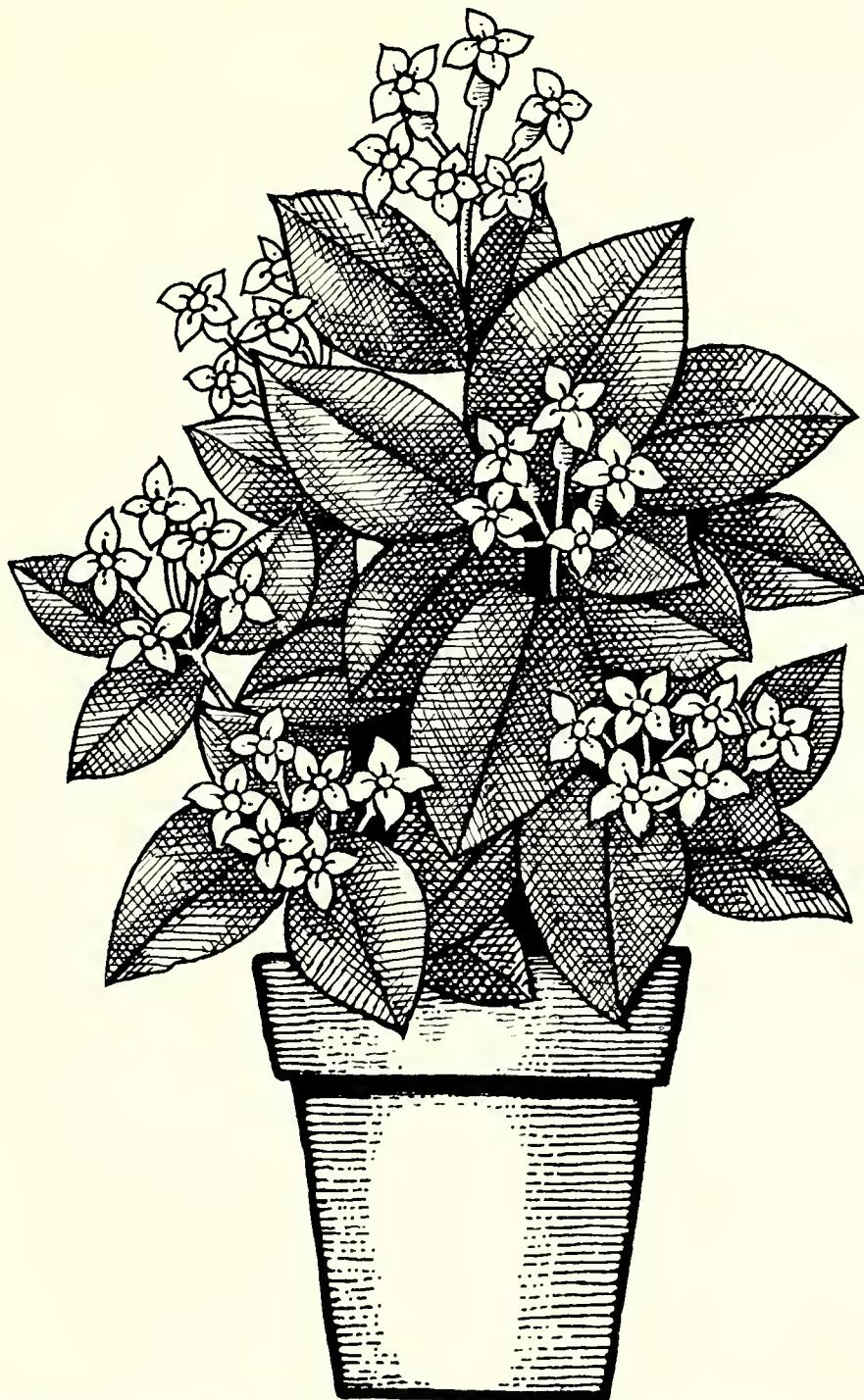
seeks election as a Director for Stanley Weston Group ('Westons') at the Annual General Meeting scheduled at the Grand Hotel, Sheffield on 10 July 1970 at 10.15 a.m. Besides seeking your vote he will act as your proxy (a letter appointing him will suffice) to raise any questions or queries and vote for you as instructed. Shareholders please contact him urgently.

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